Board of Trade Journal

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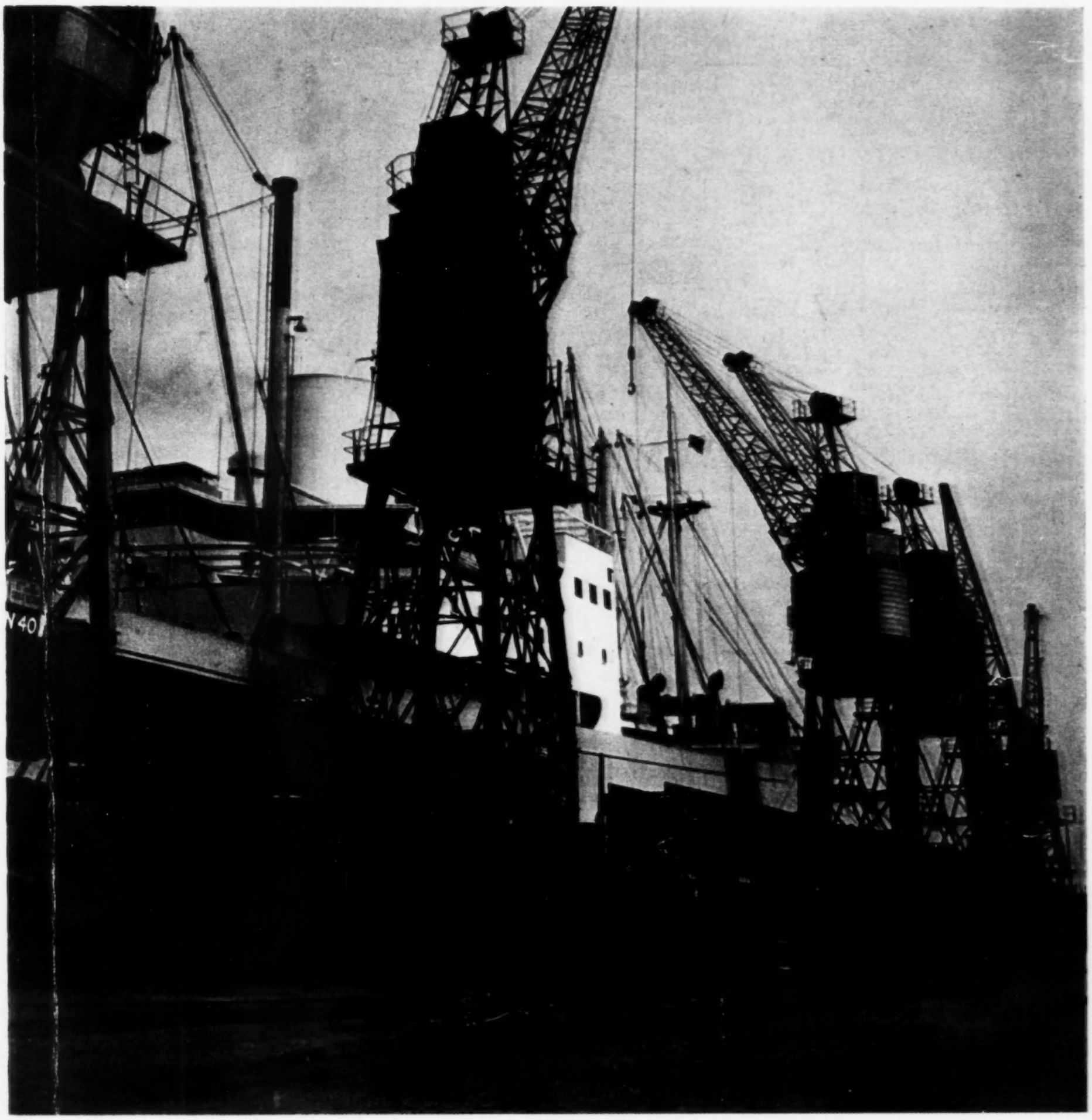

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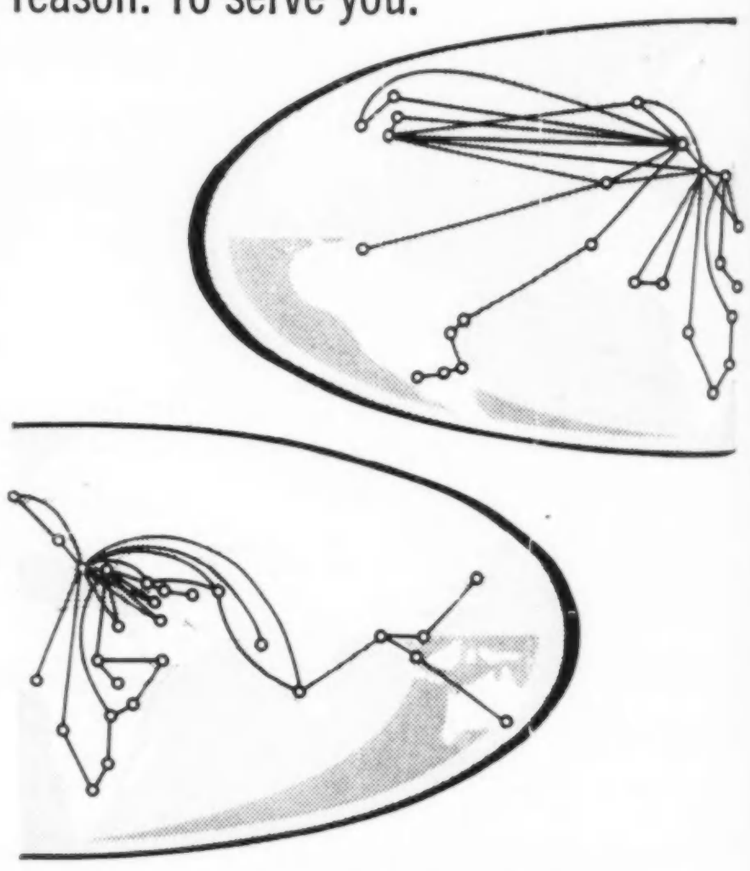

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Board of Trade Journal

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Front cover photograph

Steel, still one of Britain's best exports to world markets, is moved almost exclusively by rail as typified in this scene at King George V Dock, Hull. In February, British Rail launched a vigorous campaign to sell their export services to British firms. This was their immediate response to the Government's directive to trade and industry to increase exports and help the balance of payments. At railway regional and divisional headquarters senior managers have been made responsible for co-ordinating effort in the originating areas, and a senior manager has been nominated for each of the port areas of Britain. The object is to translate the commercial requirements into the railway movements field at every level and at every stage down the line. Top priority for this campaign has been ordered by the Railways Board, with special emphasis on the use of 'Export Express' services which run overnight from industrial centres to 11 port areas to give an assured arrival 'next day' at the ship's side.

Photo: courtesy British Rail and 'Export', official journal of the Institute of Export

SUBSCRIPTIONS, ADVERTISEMENTS, REPRINTS

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Subscriptions and sales inquiries should be addressed to the publishers at any of the above addresses.

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The views expressed in contributions to the Journal emanating from other than official sources are not necessarily those of HM Government.

Advertisements. Inquiries from the London Postal Area concerning the insertion of advertisements should be addressed to HM Stationery Office, Room D.94, Atlantic House, Holborn Viaduct, London, E.C.1. (City 9876, Ext. 147). Inquiries from other parts of the United Kingdom should be addressed to Cowlishaw and Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon St., London, E.C.4. (Tel. City 3718).

The Government accept no responsibility for any of the statements in the advertisements and the inclusion of any particular advertisement is no guarantee that the goods or the service advertised herein have official approval.

Reprints of articles. Reprints from the *Board of Trade Journal*, which should be ordered within one week of publication, cost £3 0s. 0d. per page (or part) for 250 copies. (Larger quantities 5s. 0d. per page for each additional 125 copies).

Orders for reprints should be addressed to the Director of Publications (P.12), H.M. Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1.

CASE REPORT BY AIR CANADA:
How Air Freight can pay you dividends.

2-ton airmail packet saves 2 weeks' lost production

Recently the production line at a major Canadian chemical company came to an abrupt halt. To open the line again a 5,000 lb. replacement part was needed. It could only be got from England—a voyage of 2 to 3 weeks by sea. A cable to London alerted the machine manufacturer. The part was forwarded on jet freighter, installed, and the assembly line opened just 3 days after it had stopped. The saving of at least two weeks' production more than covered the higher cost of air freight.

Economic sense: The cheapest method of transporting freight is not always the most economic. That may seem fairly obvious. But too often people dismiss air freight as being too expensive, or useful only for small-bulk, high-value goods. We have a library of reports like the one quoted above showing how the intelligent use of air freight increases the profitability of all kinds of goods from heavy machinery to fruit and flowers. Recently we prepared a 4-page summary of an independent survey on the uses of air freight. It tells you much more than we can here. If you'd like a free copy just write or phone us at one of the addresses below.

About Air Canada: Air Canada has unrivalled experience in shipping freight to, from and across Canada. We were first to introduce giant DC-8 jet freighters on transatlantic routes. Today we fly from more cities in Europe to more cities in Canada than any other airline. Our unique 24-hour freight-handling service at Montreal and Toronto speeds your goods to over 50 cities throughout Canada, and 7 key points in USA. AIR CANADA and BOAC offer daily flights from London as well as frequent services from Prestwick, Shannon and Manchester. No other airline knows and serves Canada so well as Air Canada.

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St. Andrew House, 50 Sauchiehall Street, Glasgow C2
Douglas 1511/6. Manchester Central 8882/3
Birmingham Central 7777. Leeds 20628

GOVERNMENT SERVICES FOR EXPORTERS—8

There is a world audience for British industry

by ALAN GOODSON, Press Officer, Central Office of Information

Industrial press material prepared and distributed by the Central Office of Information includes news bulletins, illustrated technical feature articles, previews of home and overseas trade events, popular news features and an illustrated service of 'New Product' sheets.

As YOU BEGIN this article think for a moment of the millions of people who, like you, are reading magazines. Think of the millions across the world who at this very second are looking at books and newspapers, watching films or television programmes or listening to the radio.

We live in a world hungry for facts, and this is a main reason for the success of the official British Information Services in projecting overseas a balanced picture of modern Britain. They show a go-ahead, efficient manufacturing nation. One-third of their effort is devoted to industry, science and research, and to providing an export publicity service which is freely available to makers of anything from needles to nuclear power stations. If any firm, large or small, has an interesting story to tell about its goods or processes, it may reach audiences in more than 100 countries.

Based on the three overseas departments – Foreign Office, Commonwealth Relations Office and Colonial Office – the Overseas Information Services use material provided by the Central Office of Information, a production department staffed by journalists, film-makers, photographers and other information experts.

The material prepared by the COI specialist divisions is sent by radio and airmail to British information officers all over the world; most of them at Embassies or High Commissions.

They place the news stories, pictures and feature articles with newspapers, magazines, trade and technical papers and with radio and television stations; they supply newspapers, books and periodicals for libraries and reading rooms, distribute industrial prestige material to trade and importing concerns, supply films to cinemas, television stations and other organizations and photographs, posters and background reference material to a wide variety of users.

Some of the COI material is already in a foreign language. Other items are published in English or translated locally to ensure the most effective presentation.

The services are regionalized and much of the feature and visual material is tailored to the specific requirements of the territory to which it is sent. Every effort is made to meet local needs as interpreted by British Information Officers in any part of the world. In trade matters they work closely with British overseas commercial officers who foster Britain's export trade by continually analyzing local needs and supplying information about trade opportunities to the Board of Trade and British exporters.

COI industrial news and feature items alone total 2½ million words a year. And they bring results in the world's press. Newspapers, periodicals and trade press are using them at the rate of 360,000 reproductions a year.

The material includes feature articles commissioned from technical journalists and news stories transmitted by radio, telex and airmail each day. A recent addition to the service is a series of illustrated industrial bulletins each featuring a single product and each ready for direct distribution. Already they are printed in Spanish, Arabic, German, Italian and French and the number of languages is being steadily increased.

14 stations broadcast one programme

There is heavy traffic in other media. About 4,000 programmes a year are recorded by the COI on disc and tape for broadcasting in some 50 languages from overseas radio stations. Many of the programmes are on scientific and industrial subjects and have included contributions from scientists like Sir Bernard Lovell and Sir William Penney. Particularly popular in the United States is a new series on scientific developments which in the San Francisco area alone is being used regularly by 14 stations.

Another widely used COI programme in the United States is 'British Calendar', a television series screened there by 130 stations. Each year over 1,000 industrial stories are filmed for use in television and newsreel

services, and the COI acquires more than 100 films from British industry. Overseas, the films have audiences totalling more than 20 million a year.

Other COI divisions annually distribute overseas millions of books and booklets, more than 2 million copies of reference documents, over 1½ million copies of picture sets, photo-posters and coloured photo panels, about 250,000 prints and 50,000 blocks and matrices of industrial pictures for the press. Some 90 overseas exhibitions and exhibits are designed, produced and managed by the COI every year and about 2,000 officially sponsored visitors from over 110 countries take part in tours arranged by the department.

The success of these operations is indicated not only by the cuttings received from abroad, but also by the letters which arrive at the Central Office of Information and the Board of Trade from British industrialists.

One recent letter tells how, as a direct result of a COI news story, a British firm received inquiries from France, Belgium, Austria, Australia, Kuwait, Iran, Canary Islands and Spain.

A chemical firm writes to say: 'As a result of the publicity, we have now opened branches of our business in Rome and Paris'. After another story a Birmingham company received 40 inquiries from abroad within three months, and in London one manufacturer commented: 'This article has given us wonderful publicity throughout the world. It seems to have been printed in practically every language'.

It is the job of the various information services to help increase the prestige of British industry and commerce in all the countries of the free world, but direct sales publicity overseas – such as sales leaflets, catalogues and instruction manuals – rests with the individual exporting firm. The effectiveness of this prestige publicity must however, depend on the amount and quality of the information the COI is able to gather from firms and industrial associations.

The Department can help any firm

One way in which the COI familiarizes industry with the services available is by holding regular 'open house' visits for firms and organizations. Since 1956 nearly 2,000 people including senior managerial and sales representatives from industry, public relations officers and consultants and members of industrial trade associations, have visited the COI's London headquarters to see and discuss the preparation of material.

Visitors are shown how the department can help any firm which has a story, picture, publication or film illustrating that its products are among the first, fastest, cheapest, lightest, smallest or biggest of their kind; if they are made by some new process; if a new material has been used in their manufacture; if they have won interesting awards; if an interesting personality is associated with them, or if they illustrate the inventiveness, ingenuity and 'forward look' of British industry.

Many of the news stories and radio recordings originate in the COI's Regional Offices which are spread throughout the country. Each with a direct telex link to Headquarters the Regional Officers act rather like the district correspondents of a newspaper, devoting part of their time to finding and preparing the industrial news which the COI sends around the world.

A description of the Government's Overseas Information Services is given in 'Worldwide Export Publicity Service', a booklet which can be obtained freely from the Office of the Overseas Controller, Central Office of Information, Hercules Road, Westminster Bridge Road, London, S.E.1, and from the Regional Offices of the COI and the Board of Trade. The booklet lists the addresses of the regional offices.

Previous articles in the series have dealt with the unification of the overseas services (January 1), the facilities offered by Export Services Branch (January 15) and the regional offices (January 29), the diary of an overseas trade promotion officer (February 12), the importance of personal visits overseas (February 19), the work of Export Credits Guarantee Department (February 26) and appointing an agent (March 12).

Producer (right) and sound recordist at work in a COI studio control room during the recording of a radio magazine programme for West Africa.

Export literature published by the Board of Trade

THE following booklets may be obtained free of charge from any Board of Trade Regional Office; or from Board of Trade, Information Division, 1 Victoria Street, London, S.W.1 (Abbey 7877), or from Board of Trade, Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 7146).

British Government Services for Exporters

A booklet describing briefly the services available to exporters and saying how those services can be reached.

How to Export

Written by Michael Shanks for the Board of Trade, this booklet gives advice to the new exporter on the mechanics of exporting and lists the various Government and Industrial organizations which exist to help him.

Trade Fairs Help Exports

This booklet explains the advantages of exhibiting at overseas trade fairs and how to go about it.

Exporters Wall Map

This multi-coloured map of the world is for display purposes and contains tables giving trade figures between Britain and her principal overseas markets. Useful addresses are also included.

Overseas Press Correspondents in London

An annual guide for exporters to the names of correspondents of overseas papers stationed in London. It also contains advice on how industry can co-operate with them to their mutual advantage.

Market Intelligence

Available from the Board of Trade Statistics and Market Intelligence Library at Hillgate House, 35 Old Bailey, London, E.C.4, (City 5757, Ext. 368) is a booklet telling exporters about the services of this unique library.

Exporting to France

A SPECIAL ISSUE of the Export Service Bulletin to be published on March 31 will contain reports on the market in France for wallpaper, carpets, knitwear, dishwashers, plastics machinery, filling machinery, motor cultivators, wooden furniture, agricultural pumps and grain dryers. (*A 60-page supplement entitled 'Trading with France' will be published in the* Board of Trade Journal *of April 9.*)

The object is the promotion of greater efforts by British manufacturers to export these products for which there are potentially good or growing prospects in France.

British firms who would like advice about exporting to France or who wish to enquire about the reports appearing in the Bulletin should get in touch with Board of Trade, Export Services Branch, 35 Old Bailey, London, E.C.4, tel. City 5757, ext. 447 or Telex 25977, quoting reference ESB 1001G.

LETTERS OF APPRECIATION

The letters quoted below have been sent by United Kingdom businessmen to home or overseas officers expressing appreciation for their help. A list of British commercial representatives was published in February 19 issue.

BRUSSELS

We are in receipt of your most informative letter . . . I would like to take this opportunity of expressing our most sincere thanks for your first class co-operation in this matter.

Lotus Export Sales Ltd., Northampton

We should like to place on record our sincere thanks to you for the trouble you have taken in collating the very interesting information with regard to the marketing of our products in Belgium.

Having regard to the amount of energy that British manufacturers and exporters are now putting into their export activities, your Department's assistance to us has been most encouraging.

Carimex Ltd., London, N.1.

KINGSTON, JAMAICA

I am most grateful to you for all the trouble you and your Department are taking to assist us in obtaining names of manufacturers in Britain who are able to make electrical gear to American specifications.

Anglo-American Electrical Co. Ltd., Grand Bahama

NAIROBI

Further to our letter we have pleasure in informing you that we have concluded a sale of 30 looms and an automatic winding machine. We should like to take this opportunity of expressing our thanks for your kind introduction.

N.T.C. Textiles Ltd., Burnley, Lancs.

MARSEILLES

Many thanks for your letter and I am much obliged to you for the useful general information you have given me as an indication of values and land prices in Marseilles.

I was very pleased to meet you during my recent visit to Marseilles and grateful to you for giving me so much of your time and for being so helpful.

Laing Development Company Limited, London, N.W.4.

MADRID

Thank you for your letter which has added a most useful piece of information to our inquiries.

I am most grateful to you for the trouble you have taken.

Industrial Market Research Ltd., London, W.1.

We have been assured from our present customers that there will be an increase in purchases for the educational market. We would like to thank you very much indeed for the co-operation which you gave us and for the tonic to our morale which we got from your attitude.

We would also like to place on record our appreciation of the help which has been given us by the Commercial Department in Helsinki. Not only were they extremely helpful during our visit, but moreover, since our return they have written us several times with most useful information.

Eagle Pencil Company, London, N.17.

Mr. Arthur Vine (second from left), United Kingdom Trade Commissioner in Brisbane, at a display and reception in Brisbane to launch the 1965 range of Doulton china. The reception was given by John Shorter (Wholesale) Pty. Ltd., who have been the Australian agents for Doulton for many years. On Mr. Vine's right is Mr. Jack Laidlaw, Queensland manager for Shorter. Others in the photograph are (from left to right): Mr. Stephen Clark, Queensland manager for Prouds Pty. Ltd.; Mr. Austin Shorter, a director of Shorters; Mr. D. J. Leckie, merchandising director of Hardy Bros. Ltd. Prouds Pty. Ltd. and Hardy Bros. are leading jewellers with branches throughout Australia.

[Photo courtesy of Modern Age Photographic Studio, Brisbane]

VIENNA

I would like to thank you very much for the help provided when I was in Vienna last week, in securing names of potential agents for our cocoa powder, making contacts and indeed assisting with translation. I was most impressed by this assistance and wish to take this opportunity to put my thanks on record.

Gill and Duffus Ltd., London, E.C.3.

JEDDAH

We would like to take this opportunity of thanking you for the time you recently spared our representative, Mr. M. Gregson.

Mr. Gregson has indicated that you were able to give him a considerable amount of useful information, particularly with regard to potential agents in Saudi Arabia. This information has proved to be of assistance to us and we would like to express our gratitude to you for this.

Griffin & George Ltd., Wembley, Middx.

LISBON

The following letter was received recently by the Midland Regional Office, Birmingham, of the Board of Trade.

I would like to accord my appreciation for the assistance given me by your commercial attaché at the British Embassy in Lisbon. He was able to give me up-to-date information and status reports so that I had a very good idea of the potential of each firm before I visited them.

J.C.B. (Sales) Ltd., Rocester, Staffs.

BOSTON

The main purpose of this letter is to thank you for the trouble taken to establish effective introductions within your area during my recent visit to the United States.

I have had the opportunity to discuss the visit with my directors and they are in the process of formulating an arrangement whereby the goodwill already established shall be maintained.

Cable Jointers Ltd., London, W.3.

SUBSCRIPTIONS AND SALES

Readers are reminded that subscription and sales inquiries should be addressed to the publishers at any of the following addresses: York House, Kingsway, London, W.C.2; 423 Oxford St., London, W.1; 13A Castle St., Edinburgh 2; 39 King St., Manchester 2; 35 Smallbrook, Ringway, Birmingham 5; 109 St. Mary St., Cardiff; 50 Fairfax St., Bristol 1; 80 Chichester St., Belfast; or through any bookseller.

Telephone inquiries should be made to Waterloo 4944, Ext. 1195

HM the Queen launches largest tanker to be built in Europe

THE British Petroleum Tanker Co.'s latest vessel, the 100,000-ton deadweight vessel British Admiral was launched by HM the Queen at the Vickers-Armstrongs (Shipbuilders) Ltd.'s Barrow-in-Furness shipyard on March 17. The vessel – the keel of which was laid on December 3, 1962 – is the largest tanker yet built in Europe. Peak employment on construction of British Admiral reached 1,440 shipyard workers and staff. the maximum number working on board the vessel being 1,040.

The new vessel has double the deadweight of British Prestige – another of the vessels in the BP tanker fleet – and is nearly 160 feet longer and over 30 feet broader.

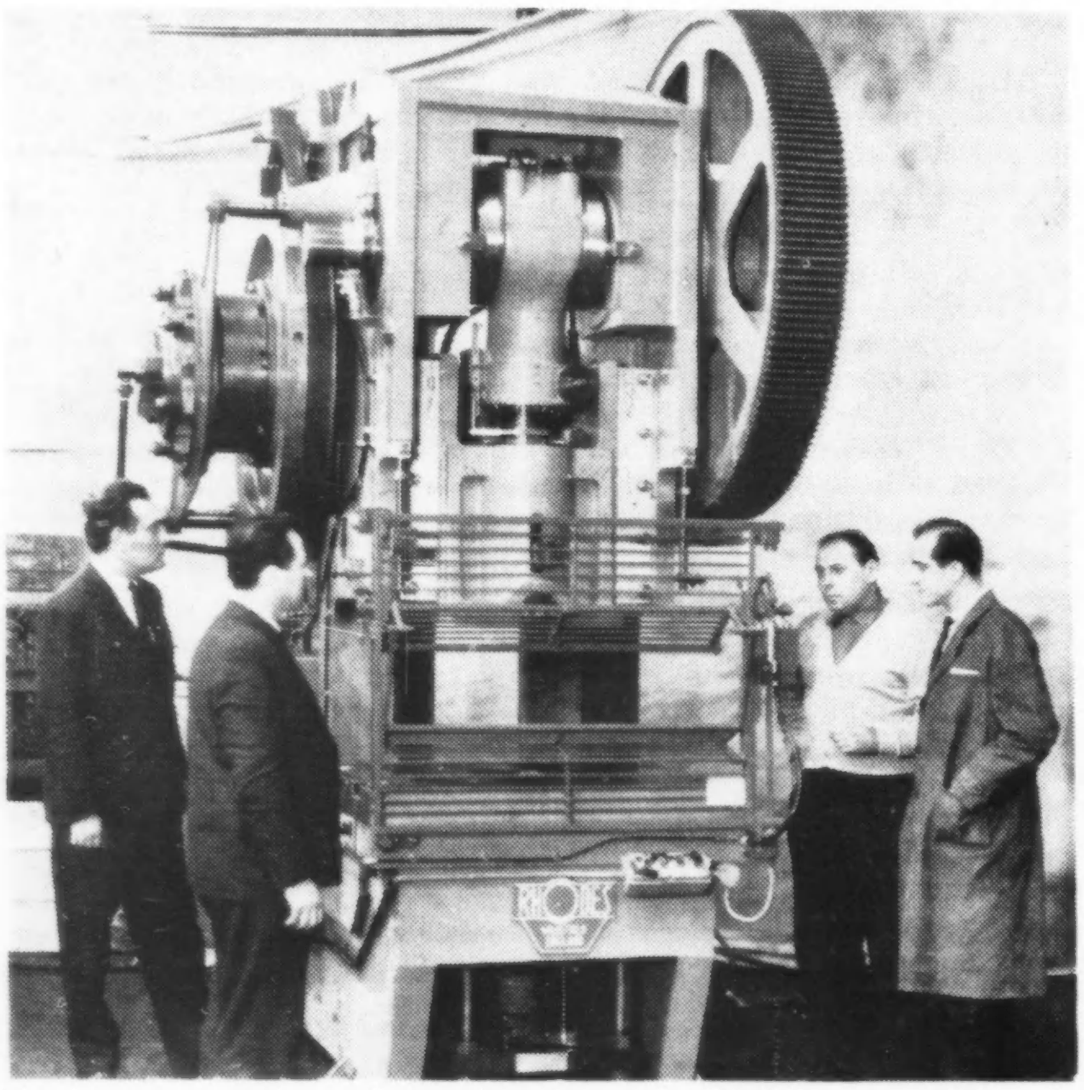
British Admiral was launched during a visit by HM the Queen to the North-west of England which began on March 16.

Mr. Mason at shipping work-study lunch

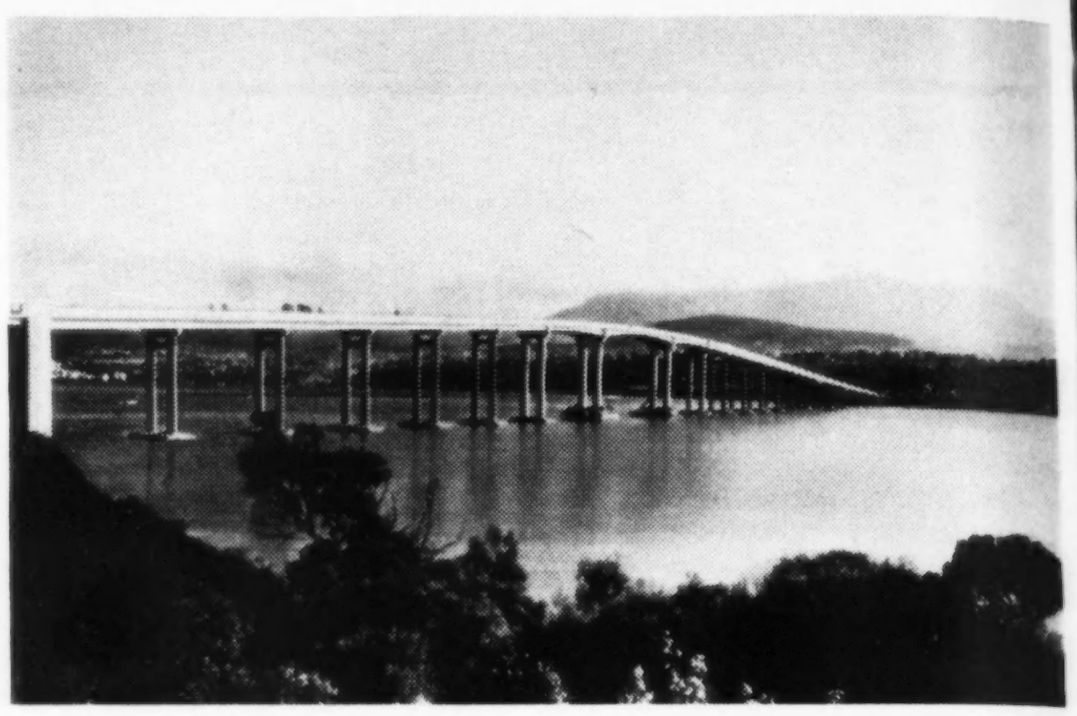
MR. ROY MASON, Minister of State (Shipping), at the lunch given during the one-day work-study conference which was organized by the North-East Coast Institute of Engineers and Shipbuilders and ICI on March 18, said: 'I was particularly happy to be present for part of the time at the conference on work study which the North-East Coast Institution of Engineers and Shipbuilders held today in London in conjunction with ICI. I commend the Institution on their imaginative venture. They have realized that modern management techniques can, with advantage, be applied to shipbuilding. I have also been happy to learn that the Electrical Trades Union held a work study conference yesterday for some of their shop stewards who worked in shipyards.

'Shipbuilding is just one among many British industries where there is a need to increase productivity rapidly in order to face the challenge of international competition. The application of work study techniques has a major role to play in achieving this aim.

'I hope it will be possible for shipbuilders from other areas of the country to show a similar interest in modern management techniques. I also hope that it will be possible for the shipbuilders and the trade unions jointly to study these techniques and foster their wider use throughout the shipbuilding industry.'



Four representatives from the firm of ZMAG, near Belgrade, Yugoslavia, in the Wakefield works of Joseph Rhodes & Sons Limited, a member of the Lindustries Group. They are (left to right), Yovanorvitch Serbislav, Rakovitch Elia (toolroom foreman), Tremerski Yanko (draughtsman) and Boris Budimira (toolmaker and setter) – with one of five presses being built for ZMAG.



The Tasman high-level bridge across the River Derwent at Hobart in Tasmania will be opened by HRH The Duke of Gloucester on March 29. Two British companies, Reed and Mallik Ltd., of Salisbury, Wiltshire, in partnership with Braithwaite and Co. Engineers Ltd., of London, in association with Stuart Bros. Pty. Ltd., of Sydney and T. M. Lipscombe Pty. Ltd., of Hobart have been responsible for the construction of the bridge for the Department of Public Works, State of Tasmania, Australia.

EXPORT PUBLICITY FOR INDUSTRY

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office:

NORTHERN: Mr. J. White Shand, Wellbar House, Gallowgate, Newcastle-upon-Tyne, 1. (Newcastle 27575. Telex 53277).

EAST & WEST RIDINGS: Mr. T. J. Hunt, 42 Eastgate, Leeds, 2. (Leeds 30474 – Telex 55119).

NORTH MIDLAND: Mr. D. de M. Guilfoyle, Walton House, Granby Street, Nottingham. (Nottingham 46221 – Telex 37572).

EASTERN: Mr. P. L. K. Schwabe, Block D, Government Buildings, Brooklands Avenue, Cambridge. Cambridge 58951 – Telex 81187).

LONDON & SOUTH EASTERN: Mr. A. E. Hunt, Hercules Road, Westminster Bridge Road, London, S.E.1. (Waterloo 2345 – Telex 22737/8).

SOUTHERN: Mr. P. T. Ede, Government Building No. 3, Whiteknights, Reading. (Reading 61122. Telex 84126 – "for C.O.I.").

SOUTH WESTERN: Mr. W. J. D. Irving, 61/63 Queens Road, Bristol, 8. (Bristol 293761/2 – Telex 44203).

MIDLAND: Mr. R. Dean, Windsor House, Temple Row, Birmingham, 2. (Central 7234/9 – Telex 33376).

NORTH WESTERN: Mr. H. V. Tillotson, Coronation House, 1 New Brown Street, Manchester, 4. (Blackfriars 2286 – Telex 66199).

SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House, Edinburgh, 1. (Waverley 8501).

ULSTER OFFICE: Director of Information, Government Information Service, Stormont, Belfast. (Belfast 63210).

WELSH OFFICE: Mr. Idris Evans, 42 Park Place, Cardiff. (Cardiff 30441 - Telex 49327).

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

Wall Paper Manufacturers Limited

MR. DOUGLAS JAY, President of the Board of Trade, sent the following letter dated March 19 to the chairman of the Wall Paper Manufacturers Ltd.:

'You inquired what guidance I could give as to whether the Board of Trade would use the powers which may be conferred on them under the Monopolies and Mergers Bill to refer to the Monopolies Commission a merger resulting from the offer of the Reed Paper Group Ltd. for the Ordinary share capital of Wall Paper Manufacturers Ltd.

I do not, of course, know if, when, or in what form Parliament will confer on the Board of Trade powers to ask the Monopolies Commission to make an investigation into a merger. I have, however, reached the conclusion that it would not be reasonable to use in relation to mergers stemming from proposals which were public before the Bill was introduced, any such powers in respect of mergers as Parliament may confer on the Board.

'I am accordingly now able to inform you that if a merger should result from the current offer by the Reed Paper Group Ltd. for the Ordinary share capital of Wall Paper Manufacturers Ltd., the Board of Trade would not refer that merger to the Monopolies Commission if subsequently they should be empowered to do so, since this offer stems directly from proposals which were public before the Bill was introduced. The decision, of course, carries with it no implication as to whether a reference would or would not have been made if the Board of Trade had had the requisite powers to make a reference now.'

Mr. Darling visits British display at Lyons

MR. GEORGE DARLING, Minister of State (Home), made a three-day visit to Lyons to see the official British display at the International Trade Fair which takes place there from March 20-29. The Minister arrived in Lyons on March 20, and on the following day attended the fair's opening ceremony. He visited the official British display, as well as independent British exhibitors on March 22 before returning to London the same day.

The British display has been organized by the Engineering and Building Centre, Birmingham, in collaboration with the Board of Trade, who are also providing an official commercial information stand for the second year in succession.

Committee for export to Commonwealth countries in Africa

THE British National Export Council announced on March 17 that the following have accepted invitations from the chairman (Mr. A. H. Smith, chairman of the United Africa Co.) to serve as members of the committee: Mr. G. N. Butterworth, managing director, English Sewing Cotton Co. Ltd.; Mr. S. A. Free, export director, Rowntree and Co. Ltd.; Mr. G. A. Hannah, J.P., managing director, Pegson Ltd.; Mr. W. M. Robson, director, Campbell, Booker, Carter and Company Ltd.; Mr. A. Spencer, managing director, Ralph Martindale and Co. Ltd.; Mr. R. W. W. Stanbury, chairman, G. B. Ollivant Ltd.

The Secretary of State for Commonwealth Relations has nominated Mr. J. D. Hennings to represent him on the committee, and the President of the Board of Trade has nominated Dr. F. E. Budd. The secretary of the committee will be Mr. E. J. White, whose address for the time being will be United Africa House, Blackfriars Road, S.E.1. (Tel. Waterloo 2070, Ext. 344).

Mr. Smith (who has had a lifetime of experience of Africa, where he has worked for long periods) said, in making his announcement, 'In Africa, there is a market for capital and producer goods which can expand the use of natural resources. If United Kingdom manufacturers are to satisfy this market, sound after-sales service and a build-up of technical know-how must be coupled with competitive prices and reliable delivery.'

New Chairman of Committee for Middle East Trade

Following the establishment in July 1964 of the British National Export Council, Mr. Douglas Jay, President of the Board of Trade, has decided to set up, as from April 1, an Area Committee of the British National Export Council in place of the Council for Middle East Trade (COMET).

The President, after consulting with Sir William McFadzean, the chairman of the BNEC, has appointed Sir Edwin Chapman-Andrews to be the chairman of the new Committee which will be known as the Committee for Middle East Trade.

Sir Edwin Chapman-Andrews was formerly in the Foreign Service (for some time in the Middle East), retiring as British Ambassador at Khartoum. He is now a director of Massey-Ferguson (Export) Ltd.

The Committee will be concerned with the same countries as were covered by the Council; these are:

Aden, Afghanistan, Algeria, Ethiopia, Gulf States, Iraq, Iran, Jordan, Kuwait, Lebanon, Libya, Morocco, Muscat and Oman, Saudi Arabia, Syria, Tunisia, United Arab Republic.

The function of the Committee will be to encourage British trade by publicity and other promotional work.

COMET has been in existence since April 1963. It sent missions to more than half of the countries in the area and published Reports on them. (These are obtainable from COMET, 33 Bury Street, London, S.W.1, price 7s. 6d. each. The countries covered include Algeria (September 1964), Iran (May 1964), Kuwait, Gulf States, Muscat and Oman (November 1964), Lebanon (November 1964), Morocco (October 1964), Saudi Arabia (December 1963), Syria (April 1964), Tunisia (September 1964).

Feasibility study of export trading companies

IN order to explore the feasibility of export trading companies, two firms of market consultants have been commissioned by the British National Export Council to embark on pilot market studies on the west coast of the United States of America, in British Columbia and in West Germany.

These studies are to be detailed investigations to determine which additional British manufactured goods can be expected to sell satisfactorily in the three markets and to establish that there is adequate capacity in the United Kingdom to meet any likely additional demand. If the results are encouraging, the consultants will go on to advise on the best framework for a viable trading organization or organizations capable of placing orders as principals with smaller British manufacturers and selling the products thus acquired in selected areas through their own marketing machinery in the territories concerned. The organizations are envisaged as being ultimately independent and self-supporting trading bodies, in the establishment of which individual British firms and merchant houses would play an integral part and to which their resources and exporting experience would be available.

The BNEC decision results from recommendations made by its Working Party chaired by Sir Charles Denman and including representatives of the Board of Trade, commerce and industry. As indicated by the President of the Board of Trade on January 27, the Working Party was set up to study the feasibility of establishing an organization to market overseas the products of companies which either do not at present export at all or export only to a limited extent.

The investigations will seek to indentify ranges of specific products of a particular design or quality that can be sold in the market concerned at a competitive price, and will therefore need to be pursued in considerable depth and in a scientific basis. Accordingly, it is likely to take some months before a decision can be taken as to whether marketing organizations of this type shall be established. The consultants will, however, be in regular contact with the Working Party.

The study of the United States west coast, along with that for

British Columbia, will be the responsibility of Associated Industrial Consultants Limited (probably in conjunction with American consultants) Knightsbridge House, 197 Knightsbridge, S.W.7. (Tel. Knightsbridge 6171; Queries to Mr. John Cheesbrough). The West German study will be the responsibilty of P. A. Management Consultants Limited, 2 Albert Gate, S.W.1. (Tel. Belgravia 6060; Queries to Mr. Perrin).

The members of the Working Party are:

Sir Charles Denman, Bt., chairman	– C. Tennant Son & Co. Ltd.
H. Bailey	– Board of Trade.
D. W. Beharrell	– British Export Houses Association.
W. J. Bird alternate	– General Electric Co. Ltd., Export Council for Europe.
F. Cole	– Vono Ltd., Export Council for Europe.
H. Birtles	– Board of Trade.
D. Byford	– D. Byford & Co. Ltd., Committee for Exports to the United States of America
A. C. H. Cairns	– Industrial Adviser, Department of Economic Affairs.
J. K. Dick alternate	– Mitchell Cotts Group Limited.
R. N. F. Glennie	– Mitchell Cotts Group Limited.
R. F. George	– Deloitte, Plender, Griffiths & Co.
H. J. Gray	– director, National Association of British Manufacturers.
K. J. C. May	– Guest Industries Limited.
L. Reid	– Board of Trade.
M. H. Spieler	– Union Corporation Limited.
W. J. Sanders	– Linklaters & Paines.
P. F. D. Tennant alternate	– Federation of British Industries.
F. Davies	– Secretary of Committee for Exports to the United States of America.
R. L. J. Wills	– Geo. Wills & Sons Limited, President of Association of British Chambers of Commerce.

ECGD cover ship sale to Rumania

THE Export Credits Guarantee Department have signed a Financial Guarantee covering the financing of the sale of two cargo vessels to Rumania. The contract, for about £2.7 million, was secured by Sir James Laing & Sons Ltd., the engines to be supplied by Harland & Wolff Ltd.

The loan, for over £2.1 million, was negotiated by Lazard Brothers & Co. Ltd., on behalf of Martins Bank Ltd., National Provincial Bank Ltd., and Midland Bank Ltd. Repayments will be spread over ten years from delivery of each vessel.

Brussels Nomenclature notes Index

A NEW printed edition of the English Alphabetical Index to the Explanatory Notes will be issued shortly incorporating all Corrigenda up to and including those in Corrigendum No. 13. The new publication thus constitutes a full Alphabetical Index to all products mentioned in the Explanatory Notes as they stood at September 30, 1964.

The new Index will be available for sale at the price of £4 15s. (by post £4 18s.).

Copies of the new Index may now be ordered from HM Stationery Office (P7A), PO Box 569, London, S.E.1.

Appointment to Cinematograph Films Council

THE BOARD OF TRADE announce the appointment of Miss Dilys Powell as an independent member of the Cinematograph Films Council. Miss Powell fills the vacancy created by the resignation of Mrs. Eirene White, M.P. Miss Powell is the film critic of the *Sunday Times*. She was a Member of the Board of Governors of the British Film Institute from 1948-52 and of the Independent Television Authority from 1954-7. Mrs. White resigned from the Films Council on her appointment as Parliamentary Under Secretary of State for the Colonies in the present Government.

130-job project for Lanarkshire

A 60,000 SQ. FT. EXTENSION to the Larkhall factory of Falcon Products (Larkhill) Ltd. has been approved in principle by the Board of Trade. A total of 130 new jobs (70 men and 60 women) is expected from this new expansion – the second since 1963 when the company took the decision to concentrate its growing production at the Larkhall Industrial Estate.

At that time a lease was taken from the Scottish Industrial Estates Management Corporation on the 35,000 sq. ft. factory which the company now occupies; in September of last year successful application was made for an additional 30,000 sq. ft. This latest extention means that the total factory space occupied by the company will ultimately reach about 125,000 sq. ft., giving employment to an eventual total of more than 500 people.

Large engineering project for West Hartlepool

FOSTER WHEELER LIMITED, the Board of Trade and the Industrial Estates Management Corporation for England have announced an important development at West Hartlepool – the construction of a 200,000 sq. ft. factory on a 40 acres site at Brenda Road.

Mr. S. A. Sadler Forster, Chairman of the Industrial Estates Management Corporation for England said that the Industrial Estates Corporation, acting for the Board of Trade, had been discussing for some months the details of this very important project with the engineering firm of Foster Wheeler Limited. Negotiations have now been satisfactorily concluded thus bringing to West Hartlepool a large works providing many new jobs.

American car component company for Northern Ireland

THE Walker Manufacturing Company, of Racine, Wisconsin, makers of car exhaust systems (silences and related parts), is to start production in a 70,000 sq. ft. Government-built factory at Newtownbreda, near Belfast, it was announced on March 18.

The Northern Ireland enterprise will be known as Walker U.K. It is the 21st American company to establish a base in Ulster in recent years. Mr. L. C. Ackerman, the company's vice-president and general manager of the International Division, said that the Ulster factory would concentrate on the production of exhaust systems for the expanding United Kingdom market. The Walker Company is a leading manufacturer of automobile exhaust systems in the United States.

300 new jobs in Belfast

STANDARD TELEPHONES & CABLES LTD. is taking over a factory in Belfast that will provide 300 new jobs in the city within the next few months and speed up STC's expansion in Northern Ireland. Mr. K. A. F. Frost, the company's general manager in Northern Ireland, said today that the site, in Jennymount Industrial Estate, North Derby Street, was chosen for its labour potential and expansion possibilities.

The Belfast factory will operate as a satellite of STC's Monkstown plant, which at present employs over 1,900 men and women on the manufacture of telephone exchanges. It is expected that the new luxury telephone that is being adopted by the GPO will go into production at Belfast soon.

Tourist year off to record start

SEVENTY THOUSAND foreign visitors came to Britain in January. This was 18 per cent more than in the same month last year, reports the British Travel Association, Britain's official tourist organization. A BTA spokesman said that European visitors during the month numbered 46,000 – an increase of 19 per cent on January 1964. Arrivals from the United States in January totalled 17,000, which represented a rise of 18 per cent.

It was expected that Britain would receive about 2,700,000 overseas visitors this year, 300,000 more than in record-breaking 1964. The country's earnings in foreign currency from this traffic would be in the region of £360 million. The statement added that tourism was already Britain's fourth largest export industry and biggest single American dollar earner.

Advertising in the Soviet Union

SINCE ALL Soviet imports are planned and directly controlled by State trading corporations there are limitations on the value of advertising in the Soviet Union. Imports of consumer goods are very restricted and the value of advertising such goods is correspondingly doubtful. Exporters of plant, machinery and industrial equipment may well, however, find it useful to advertise.

In addition to the existing specialized Soviet official trade journals, Vneshtorgreklama, the Soviet organization which handles advertising on foreign trade, have now introduced their own monthly publication 'Foreign Export Products'. A copy of this publication can be seen at the Board of Trade Market Intelligence and Statistics Library, Hillgate House, 35 Old Bailey, London, E.C.4. Another useful Soviet journal is 'Ekonomisheskaya Gazeta', which is widely read by administrators. The sole representatives in the United Kingdom for Vneshtorgreklama and therefore all such Soviet publications are Publicity Representatives Ltd., 1-2 Rutland Gardens, Knightsbridge, London, S.W.7.

It is also possible for British exporters seeking to export to the USSR to advertise in 'British Industry and Engineering' a British journal in the Russian language circulating widely to factories, technical organizations and trading corporations. It is understool that articles from this journal are quoted in the Russian technical press and that enquiries from the Soviet Union have been received by the Editor, who, after translation, has passed them on to the firms concerned. 'British Industry and Engineering' is published six times a year by British Industrial Publicity Overseas Ltd., Walter House, Bedford Street, London, W.C.2.

The Soviet Trade Representative in the United Kingdom has recently written to the Board of Trade to say that advertising in the Soviet Union 'helps to inform executives, managers and chief technicians in factories and other end user organizations throughout the USSR.' Soviet enterprises cannot buy direct from foreign concerns, but they naturally have a great deal of influence in the purchasing decisions of the appropriate Economic Councils and foreign trade organizations. In this connection publicity and advertising in Soviet official trade journals is a useful medium for foreign manufacturers who wish to give information about their products.

Any advertisements for the Soviet Union should be strictly functional and should be supported with detailed technical information so that the Soviet executives, technicians and buyers can compare the products advertised with similar goods produced in the Soviet Union or elsewhere. British firms receiving requests from the USSR for further details of goods advertised should remember that this does not necessarily mean that orders are being considered.

Business is, of course, frequently done with the USSR without advertisement and it is open to any British company that wishes to do business with the USSR to get in touch direct with the appropriate trading organization in the Soviet Union or with the Soviet Trade Delegation in London. But advertisements in journals such as those mentioned above can play a useful subsidary role in sales promotion.

Exporters who are considering advertising in journals circulating in the Soviet Union may find it useful to consult the Federation of British Industries, 21 Tothill Street, London, S.W.1, the Russo-British Chamber of Commerce, 2 Lowndes Street, London, S.W.1, the Russian Section of the London Chamber of Commerce, 69 Cannon Street, London, E.C.4, or the Commercial Relations and Exports Department of the Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2617 or 2616).

EXPORT INQUIRIES

Most of the detailed information which British traders may need to help them sell their goods overseas can be obtained by contacting the nearest Regional Office of the Board of Trade or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).

It may save you time if your export inquiries are sent in the first place to the Board of Trade rather than to Trade Commissioners or Commercial Officers overseas. A list of addresses of Regional Offices of the Board of Trade is given on page 626 of last week's issue.

Applications for temporary exemptions from import duty

The Board of Trade are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1, Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by April 9, 1965.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.14	(—)—3:7- Dimethyloct-6-en-1-yl acetate.	2:6-Dimethyl-2-octane-8-acetate.	December 31, 1965	6679
29.14	Iodoacetic acid	As in previous column	December 31, 1965	6683
29.20	Diphenyl carbonate	As in previous column	December 31, 1965	6681
29.35	Quinaldine	As in previous column	December 31, 1965	6684

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act, 1949, the undermentioned Patents were endorsed 'Licences of Right' on the dates specified.

NUMBER	GRANTEES	SUBJECT-MATTER
	February 8, 1965	
924,181	Gevaert Producten N.V.	Hardening of proteins.
955,961	Gevaert Producten N.V.	Benzimidazole derivatives.
	February 12, 1965	
744,231	McCurdy, E.D.	Production of strip material.
763,188	McCurdy, E.D.	Electric condensers and methods of manufacture.
	February 15, 1965	
971,553	Kay Manufacturing Co..	Furniture joints and connections.
	February 17, 1965	
891,387	De Havilland Aircraft Co. Ltd.	Sealing annular electrical components.
908,612	Licencia Talalmanyokat Ertekesito Vallalat	Pharmaceutically active material from cherry fruit stems.
911,588	Nikex Nehezipan Kulkeresdelmi Vallalat	Hydropneumatic pit props.
932,543	Gevaert Photo-Producten N.V.	Photographic colour printing.
945,353	Holley Carburettor Co.	Fuel control for gas turbine engines.
947,479	Gevaert Photo-Producten N.V.	Production of images.
952,162	Gevaert Photo-Producten N.V.	Light sensitive photographic materials.
	February 22, 1965	
865,078	Etudes et Fabrications Aeronatiques.	Parachute container.
	February 26, 1965	
885,109	Societe d'Electricite Mors	Positioning signalling detonators for rail ways.
964,592	Societe Rateau	Welded assembly of turbine stator rings.
	March 1, 1965	
838,562	Egyesult Izzolampa Es Villamossaggi Reszvenytarsasag	Gas filled electric lamps.
879,062	Egyesult Izzolampa Es Villamossaggi Reszvenytarsasag	Gas filled electric lamp for projection purposes.
903,124	Power Jets (Research & Development) Ltd.	Blades for compressors, turbines, etc.
962,511	Langenbach, E.W. trading as Treckenrap K.G.	Sheet metal nuts.
967,179	Gevaert Photo-Producten N.V..	Colour reproduction of colour photographic multi-layer material.
	March 2, 1965	
842,112	Agfa Akt. Ges.	Anti-halation and filter layers for photographic materials.
954,561	Regie Nationale des Usines Renault	Manufacturing 'cermet' casting moulds.

Any person who claims that the patentees at the time of endorsement of any of the above patents was precluded by a contract in which the claimant is interested from granting licences under the patents may apply for cancellation of endorsement on Patents Form No. 45 within two months after the date of the endorsement.

GORDON GRANT,
Comptroller-General.

The Patent Office.

Parliamentary Answers

Below is a selection of Parliamentary answers of interest to trade and industry.

TUESDAY, MARCH 16

Trawler life-saving equipment

Mr. Douglas Jay, President of the Board of Trade, was asked if, in the light of recent losses of trawlers, he would seek to make obligatory the carrying of small automatic radio transmitting bouys in the life-saving equipment of all British ships.

Mr. Roy Mason, Minister of State (Shipping) replied: No. I believe that in general the carriage of a portable radio set for use in survival craft is likely to be of greater value than the carriage of an automatic radio transmitting buoy, and I am at present considering which classes of ships should be required to carry such sets.'

WEDNESDAY, MARCH 17

Earthmoving equipment imports

Asked if he would give the percentage of large-scale earth-moving equipment imported into this country between October 1963 and October 1964, Mr. George Darling, Minister of State (Home) replied: 'The available statistics do not show large-scale earth-moving equipment separately. The recorded value at "ex-works" prices of manufacturers' deliveries to the home market of wheeled loading shovels, motor graders and other complete items of earth-moving, earth-levelling and land clearing equipment, but excluding excavators, trenchers, diggers and similar digging machinery, for the period October 1963 to September 1964 amounted to £11·9 million with deliveries for export amounting to £15·5 million. Imports of similar items of complete equipment including equipment returned for repair or after use overseas were valued at £7·1 million during the same period; this sum includes an estimate for duty paid.'

In reply to a further question, he said that thirteen firms producing large-scale earth-moving equipment in the United Kingdom were known to the Board of Trade; of these five were wholly-owned United States subsidiaries and there was United States capital participation in a further two.

THURSDAY, MARCH 18

ECGD staffing arrangements

Asked what changes he was making in the staffing arrangements for the Export Credits Guarantee Department, the President said that in the interests of recruitment and management he had decided to integrate the staffing arrangements of the Export Credits Guarantee Department with those of the Board of Trade. The necessary arrangements would be worked out in consultation with the staff associations through the normal Whitley machinery. The Exports Credits Guarantee Department would remain a separate unit for operating purposes.

FRIDAY, MARCH 19

Import of educational programmes

A member asked what consideration had been given to the exemption of educational programme material of foreign origin from quota restrictions with particular reference to television programmes.

Mr. George Darling, Minister of State (Home) said that there were no restrictions on the import of educational programme material of foreign origin. The amount of educational programme material of foreign origin included in television programmes was limited only by the duty of the two broadcasting authorities to see that proper proportions of the recorded and other matter included in its programmes, considered as a whole, were of British origin and British performance.

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,, ,,	Bldg. III, Northern Area	,,
MANCHESTER	Corn Exchange Buildings	'STONWIN'
,, (Airport)	Building 55	'AIRSTONWIN'
LIVERPOOL	Orleans House	'WINGATE'
NEWCASTLE	65 Quayside	'NEWINJOHN'
SOUTHAMPTON	18 Canute Road	'WINSTON'
GLASGOW	20 Renfield Street, C.2	'GATEWIN'
,, (Airport)	Building 66, Renfrew	,,
LEICESTER	15 Rutland Street	'LEWINJOHN'
LEEDS	Yeadon Airport	'GATEJOHN'
HARWICH	21 Garland Road	'JOHNSTON'
PARIS	8 Rue D'Enghien	'JOHNWIN'
,, (Airport)	Aerogare Fret Orly	'WINGAIR'
HAVRE	7 Rue des Drapiers	'JOHNGATE'
TORONTO	217 Bay Street	'STONGATE'
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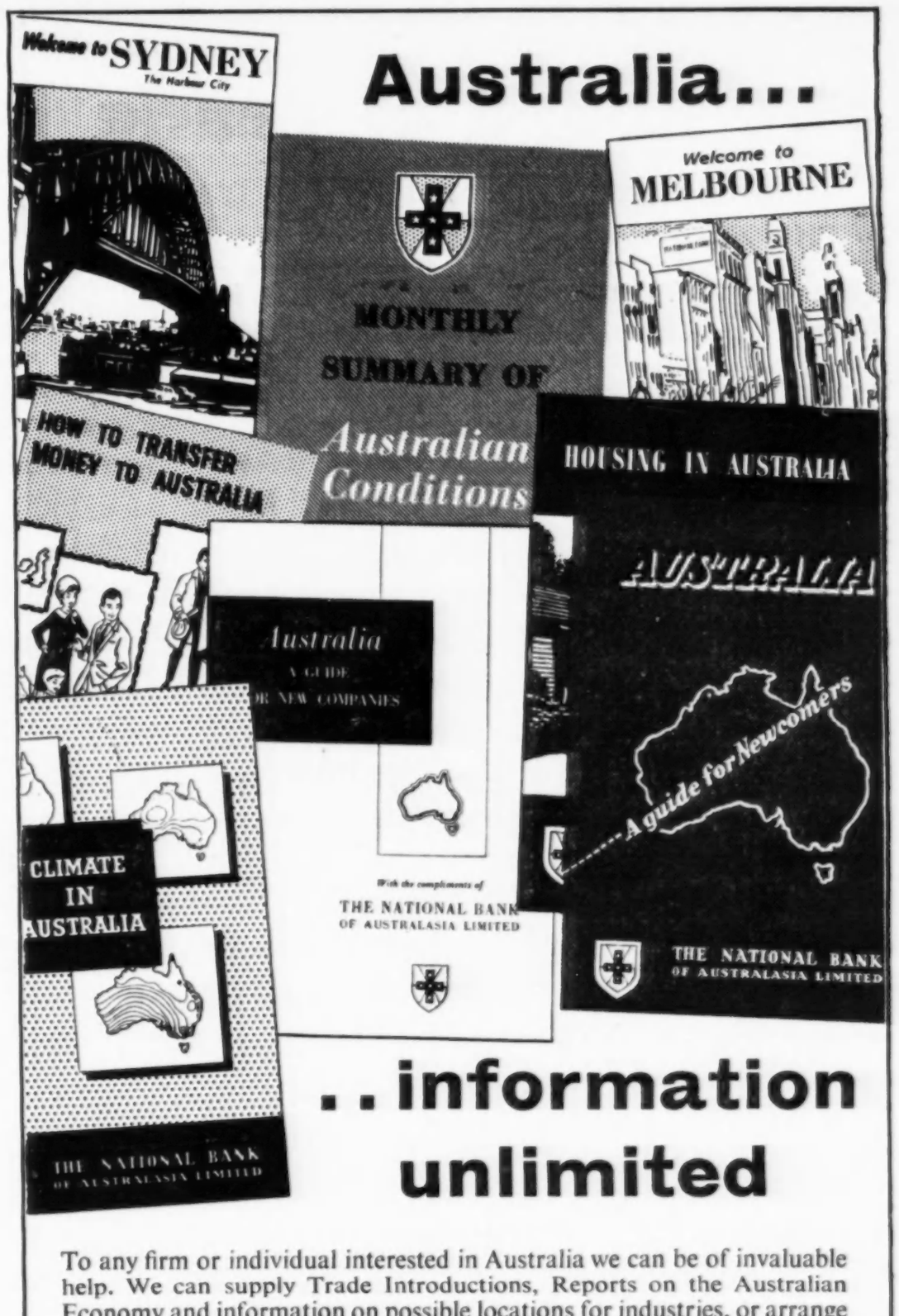

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OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room 227A, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2653-6), and not to HM Stationery Office.*

The Board of Trade

1, Victoria Street, London, S.W.1 (Telephone: Abbey 7877: T.A. Advantage, London, SW1.) (Telex No. 25955: Answer Back BOT HQ., London.)

Secretariat – 1 Victoria Street, London, S.W.1. (Abbey 7877; Telex 25955.)

Accountants' Division – Hillgate House, 35 Old Bailey, London, E.C.4. (City 5757; Telex 25977.)

Bankruptcy Department:

Headquarters: Hillgate House, 35 Old Bailey, London, E.C.4. (City 5757; Telex 25977.)

Official Receiver (High Court): Victory House, Kingsway, London, W.C.2. T.A.: 'Official Receiver, London', (Holborn 7641.)

Board of Trade Advisory Committee – 2 Bunhill Row, London, E.C.1. (Monarch 4071.)

'Board of Trade Journal' – 1 Victoria Street, London, S.W.1. (Abbey 7877, Ext. 2654; Telex 25955.)

Census Office – Lime Grove, Eastcote, Ruislip, Middlesex. (Pinner 8771/0.)

Commercial Relations and Exports Department – 1 Victoria Street, London, S.W.1. T.A.: 'Advantage, London SW1' (Abbey 7877; Telex 25955.)

Companies Inspection and Liquidation Branch – Hillgate House, 35 Old Bailey, London, E.C.4. (City 5757; Telex 25977.)

Companies Registration Office – Companies House, 55/71 City Road, London, E.C.1. (Clerkenwell 9393.)

Companies (Winding-up) Department – Inveresk House, 346 Strand, London, W.C.2. T.A.: 'Concluding, Rand, London.' (Temple Bar 7733.)

Distribution of Industry Division – 1 Victoria Street, London, S.W.1. (Abbey 7877; Telex 25955.)

Enemy Property Branch – 2 Bunhill Row, London, E.C.1. (Monarch 4071.)

Engineering Industries Division – 1 Victoria Street, London, S.W.1. (Abbey 7877; Telex 25955.)

Establishment Division – 1 Victoria Street, London, S.W.1. (Abbey 7877; Telex 25955.)

Export Licensing Branch – Hillgate House, 35 Old Bailey, London, E.C.4. (City 5757; Telex 25977.)

Export Promotion and Fairs Branch – Queen Anne's Mansions, Queen Anne's Gate, London, S.W.1. (Abbey 7877; Telex 25955.)

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Registry of Business Names – Companies House, 55/71 City Road, London, E.C.1. (Clerkenwell 9393.)

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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	19,984	—	15,988	15,258	15,258	9,074	3,478	922	688	591	1,205				
1959	104	105	106	105	105	95	108	94	115	113	109	+174	+ 73	+15	+49
1960	109	112	114	110	109	98	119	110	127	129	114	+592	+520	+48	+37
1961	113	114	122	116	111	100	129	130	135	137	121	+319	+230	+36	+29
1962	113	115	127	122	113	100	128	119	130	141	124	+101	+ 33	+22	+39
1963	117	119	135	129	118	103	131	107	140	146	132	+147	+ 89	+29	+30
1964		128*				106		121*	161*				+332*	+41*	+49
1963															
2nd quarter	117	118	132	128	117	102	130	109	134	150	128	+ 47	— 9	+17	— 5
3rd quarter	118	120	138	130	120	104	137	106	141	164	140	— 4	— 12	— 7	— 6
4th quarter	122	124	138	132	121	105	142	109	149	168	143	+124	+ 61	+23	+41
1964															
1st quarter	121	127	141	134	121	105	146	115	153	175	150	+ 85	+ 79	+ 2	+ 4
2nd quarter	122	127	142	135	120	105	150	120	153	181	149	+150	+126	+ 5	+ 1
3rd quarter	123	127	144	138	122	106	154	120	167	186	152	+117	+ 77	+ 6	+13
4th quarter		131*				107		128*	170*				+ 50*	+28*	+31
1964															
August	..	127	..	..	..	106	..	..	..	..	..	..	..	..	..
September	..	127	..	..	..	106	..	..	..	..	..	..	..	..	..
October	..	129*	..	..	..	109	..	..	..	..	..	..	..	..	..
November	..	131*	..	..	..	107	..	..	..	..	..	..	..	..	..
December	..	132*	..	..	..	106	..	..	..	..	..	..	..	..	..
1965															
January	..	133*	..	..	..	108	..	..	..	..	..	..	..	..	..

	ORDERS		PRICES AND COSTS					LABOUR						IM-PORTS	EX-PORTS	BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand†	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers			Unfilled vacancies for adults					
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average†	Change from previous period†	Normal seasonal change	Mid-month or monthly average†	Change from previous period†	Normal seasonal change	at current prices		
	at 1958 prices															
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	series shown in thousands						1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—							3,836	3,250	
1959	101	135	109·6	+0·6	103·4	114·2	117·4	433	+ 31	..	157	+21	..	107	105	+153
1960	117	136	110·7	+1·0	104·5	116·0	122·5	337	— 96	..	212	+55	..	121	112	—258
1961	120	104	114·5	+3·4	104·4	119·1	130·3	305	— 32	..	213	+ 1	..	119	117	— 1
1962	115	100	119·3	+4·2	103·0	120·6	136·2	419	+114	..	149	—64	..	121	120	+115
1963	135	117	121·7	+2·0	104·5	122·0	141·3	502	+ 83	..	144	— 5	..	130	130	+113
1964	164*	125*	125·7	+3·3	108·6*	125·4*	148·4	362	—140	..	221	+77	..	149	136	
1963																
2nd quarter	123	105	122·1	+1·6	104·2	121·8	140·9	504	—123	—58	147	+34	+33	128	128	+ 34
3rd quarter	130	100	121·3	+1·3	104·2	122·1	141·5	428	— 76	—34	157	+10	+ 6	133	132	+ 2
4th quarter	135	117	122·1	+2·1	106·1	122·6	143·3	450	+ 22	+50	157	Nil	—34	137	133	— 5
1964																
1st quarter	140	121	123·2	+1·5	107·9	124·0	146·0	445	— 5	+42	182	+25	— 5	146	135	— 70
2nd quarter	148	124	125·5	+2·8	107·8	125·0	147·7	355	— 90	—58	230	+48	+33	148	135	—109
3rd quarter	154	113	126·5	+4·3	108·6	125·8	149·4	311	— 44	—34	242	+12	+ 6	148	134	—127
4th quarter	164*	125*	127·6	+4·5	109·9*	127·0*	150·9	336	+ 25	+50	228	—14	—34	149	139	
1965																
1st Quarter								353*	+ 17*	+42	233	+ 5	— 5			
1964																
August	153	117	126·7	+4·7	108·6	125·7	149·4	314	+ 11	+10	239	—11	— 9	156	142	..
September	154	113	126·7	+4·4	109·1	126·2	149·8	315	+ 1	+11	239	Nil	— 7	152	132	..
October	157*	119*	126·8	+4·1	110·0	126·3	149·9	332	+ 17	+27	233	— 6	—12	147	135	..
November	162*	127*	127·8	+4·6	110·3	127·2	150·7	338	+ 6	+19	230	— 3	—16	152	136	..
December	164*	125*	128·3	+4·8	109·4*	127·6*	152·1	337	— 1	— 1	222	— 8	—11	149	146	..
1965																
January		124*	128·7	+4·6	109·2*	128·0*	153·2	363	+ 26	+41	221	— 1	— 1	145	136	..
February			128 7	+4·5	109·9*	128·2*	153·4	356	— 7	+ 2	229	+ 8	+ 6	138*	144*	..
March								341*	— 15*	—19	249	+20	+10			..

† NOT seasonally adjusted * Provisional.

Index of industrial production for January

THE PROVISIONAL INDEX of production for January 1965, prepared by the Central Statistical Office, is 133 (seasonally adjusted). In the three months November to January the index was 3 per cent higher than in the preceding three months, and about 6 per cent higher than in the corresponding period a year earlier. Most industries, engineering in particular, contributed to this increase.

The average index numbers for the latest three months and the previous three months shown at the foot of the table give a general guide to the changes which have taken place in the output of the major industry groups in recent months. Several of the figures here and elsewhere in the table have been revised as later information has become available.

Average 1958 = 100

	Total all industries	Mining and quarrying	Total manufacturing industries	Manufacturing industries: Food, drink and tobacco: Total	Food	Drink and tobacco	Chemicals and allied industries: Total	Coke ovens, oil refineries, etc.	General chemicals, etc.	Engineering and allied industries: Total	Engineering and electrical goods	Shipbuilding and marine engineering	Vehicles and aircraft	Metal goods, n.e.s.
Weights	1,000	72	748	86	55	31	68	9	59	310	167	22	79	42
1959	105·1	97	106·0	104	102	107	111	107	111	105	105	94	109	100
1960	112·4	94	114·6	107	104	112	122	117	123	112	114	85	118	112
1961	113·9	93	114·8	110	107	116	124	122	125	113	121	86	109	105
1962	115·0	95	115·2	112	110	116	129	120	130	115	123	87	111	101
1963	118·9	95	119·8	115	112	121	138	124	140	119	126	77	120	108
1964 (prov.)	127·9	95	129·2	118	112	129	151	135	154	127	137	75	124	121
Unadjusted:														
1963 3rd quarter	114	86	115	114	111	120	134	119	136	112	120	75	112	101
4th quarter	127	99	127	120	115	128	144	129	146	125	134	76	123	119
1964 1st quarter	128	100	128	110	108	115	150	131	153	127	135	76	127	123
2nd quarter	130	98	133	121	113	136	155	134	157	132	139	75	135	126
3rd quarter	120	84	121	117	109	131	146	133	148	117	128	73	108	109
4th quarter (prov.)	133	99	135	123	116	136	154	141	156	134	148	75	126	125
1964 Nov. (prov.)	137	103	139	127	120	141	157	146	159	136	149	76	127	132
Dec. (prov.)	129	95	129	118	110	132	149	139	150	134	153	76	121	115
1965 Jan. (prov.)	132	91	132	109	108	111			157	132	141	76	127	
Seasonally adjusted:														
1963 3rd quarter	120	95	121	117	114	122	139	121	142	119	127	76	120	108
4th quarter	124	96	125	117	113	125	144	128	146	123	129	75	126	117
1964 1st quarter	127	97	128	116	110	127	148	133	151	126	135	76	125	121
2nd quarter	127	96	128	116	111	125	150	133	153	127	136	75	124	122
3rd quarter	127	94	128	120	112	134	152	135	154	125	135	74	120	117
4th quarter (prov.)	131	95	132	121	114	133	154	140	156	132	143	75	128	122
1964 Aug.	127	95	129	120	112	136	149	132	152	125	137	73	120	115
Sept.	127	94	128	121	112	138	153	139	155	125	136	74	119	117
Oct. (prov.)	129	94	130	119	113	130	152	138	154	130	140	74	127	120
Nov. (prov.)	131	95	132	121	114	133	154	145	155	131	142	75	129	123
Dec. (prov.)	132	97	133	122	114	136	156	136	159	134	147	75	128	122
1965 Jan. (prov.)	133	97	135	121	113	134				135	149	75	125	
Aug.-Oct. (av.)	128	94	129	120	112	135	152*	135*	154*	127	138	74	122	117*
Nov.-Jan. (av.) (prov.)	132	96	133	121	114	134	154*	140*	156*	133	146	75	127	122*

	Manufacturing industries (continued): Metal manufacture: Total	Ferrous	Non-ferrous	Textiles, leather and clothing: Total	Textiles	Leather, leather goods and fur	Clothing and footwear	Bricks, pottery, glass, etc.: Total	Bricks, cement, etc.	Pottery and glass	Timber, furniture, etc.	Paper, printing and publishing	Other manufacturing industries	Construction	Gas, electricity and water
Weights	68	55	13	92	58	4	30	28	17	11	20	55	22	126	54
1959	104	104	107	107	106	103	111	106	107	106	112	107	108	106	103
1960	121	121	123	113	110	102	120	118	120	116	114	119	120	111	110
1961	114	113	116	111	107	102	122	123	129	115	116	120	116	120	116
1962	108	105	114	109	105	97	118	126	129	121	111	122	118	121	125
1963	113	111	119	112	110	99	120	130	131	127	113	128	126	121	133
1964 (prov.)	128	127	131	118	116	102	126	149	154	139	128	139	137		137
Unadjusted:															
1963 3rd quarter	107	105	112	108	103	91	120	129	135	119	120	118	120	127	107
4th quarter	123	122	126	121	120	105	127	143	143	143	127	140	133	131	145
1964 1st quarter	127	126	133	120	116	105	128	142	146	136	119	139	133	130	162
2nd quarter	133	133	136	118	116	105	123	151	160	137	129	144	140	137	125
3rd quarter	117	116	121	112	108	93	123	146	153	136	126	127	130	136	110
4th quarter (prov.)	134	133	136	124	124	105	128	155	159	149	137	144	145		154
1964 Nov. (prov.)	141	140	143	129	130	107	131	159	163	152	147	151	148		153
Dec. (prov.)	124	122	132	110	112	103	107	147	151	140	125	130	138		169
1965 Jan. (prov.)				117	117	108	116	147	151	140	122	150			175
Seasonally adjusted:															
1963 3rd quarter	114	113	119	114	111	99	121	134	138	127	117	129	126	127	130
4th quarter	121	120	123	116	113	102	126	141	143	139	120	135	131	131	133
1964 1st quarter	124	123	132	119	117	103	126	144	150	135	131	140	135	133	137
2nd quarter	129	128	132	118	114	101	127	145	153	133	125	137	134	135	136
3rd quarter	125	124	130	118	116	100	124	151	156	145	124	139	136	136	133
4th quarter (prov.)	132	131	133	119	116	101	127	154	160	145	130	139	142		141
1964 Aug.	126	123	135	121	116	101	131	152	157	145	123	141	137		133
Sept.	121	120	126	116	115	101	120	152	158	142	125	140	135		133
Oct. (prov.)	131	133	125	120	117	100	129	152	156	147	123	139	138		142
Nov. (prov.)	132	132	135	118	117	99	125	152	160	139	130	139	144		139
Dec. (prov.)	132	130	138	118	115	104	127	158	163	151	136	138	145		141
1965 Jan. (prov.)				119	116	105	126	150	155	142	138	144			141
Aug.-Oct. (av.)	125*	124*	130*	119	116	101	127	152	157	145	124	140	136*		136
Nov.-Jan. (av.) (prov.)	132*	131*	133*	118	116	103	126	153	159	144	135	140	142*		140

* Latest available three months (October-December) and previous three months (July-September).

Retail stocks in January

THE VALUE of retail stocks at the end of January was 5 per cent higher than the corresponding year earlier figure, compared with increases of 8 per cent at the end of 1964 and 6 per cent at the end of November 1964. After allowing for seasonal factors the level of the value of stocks was unchanged compared with the level of December 1964.

In volume terms stocks showed an increase of 2 per cent compared with a year earlier.

Estimates of changes in total retail stocks

(At cost at end of month). Index numbers (end 1956 = 100) and percentage changes on a year earlier.

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
(a) At current prices.												
1955. . .	96	100	101	102	102	100	97	95	101	109	114	100
1957. . .	100	105	107	109	110	107	104	103	107	117	123	107
1958. . .	105	109	111	112	112	109	106	106	110	119	123	109
1959. . .	108	111	112	114	115	114	111	109	114	123	129	115
1960. . .	113	119	123	124	126	125	120	118	123	131	136	120
1961. . .	119	124	129	131	132	131	126	124	128	136	142	125
1962. . .	124	128	135	137	139	135	132	130	133	144	151	133
1963. . .	130	134	142	142	143	139	135	133	135	147	157	137
1964. . .	139	141	147	150	149	148	139	143	146	156	167	148
1965. . .	146											
1961. . .	+5	+5	+5	+5	+4	+5	+5	+5	+4	+4	+4	+4
1962. . .	+5	+3	+5	+4	+6	+2	+4	+5	+4	+6	+7	+7
1963. . .	+5	+4	+5	+4	+3	+3	+2	+2	+1	+2	+4	+3
1964. . .	+6	+5	+4	+6	+4	+6	+4	+8	+8	+6	+6	+8
1965. . .	+5											
(b) At constant (Dec. 1956) prices.												
1956. . .	99	103	103	104	103	101	98	96	102	110	115	100
1957. . .	100	104	106	108	109	105	113	102	106	115	121	105
1958. . .	104	107	109	110	110	107	104	104	108	117	121	107
1959. . .	106	109	110	113	113	113	110	108	112	121	127	113
1960. . .	111	117	122	122	124	123	117	116	120	128	133	117
1961. . .	116	121	125	127	127	126	121	118	122	129	134	118
1962. . .	117	121	127	129	130	125	122	120	123	133	139	122
1963. . .	121	123	131	131	132	129	124	122	124	135	144	126
1964. . .	127	128	134	136	134	133	125	128	131	140	149	132
1965. . .	130											
1961. . .	+4	+3	+3	+3	+2	+3	+3	+2	+1	+1	+1	Nil
1962. . .	+1	Nil	+2	+2	+2	+1	Nil	+2	+1	+3	+4	+4
1963. . .	+3	+2	+3	+2	+2	+3	+2	+2	+1	+2	+3	+3
1964. . .	+5	+4	+2	+4	+2	+3	+1	+5	+6	+4	+4	+5
1965. . .	+2											

(A description of the basis and construction of these estimates was given on page 1288 of the *Board of Trade Journal* of December 19, 1958).

Index of retail prices for February

AT FEBRUARY 16, 1965, the official index figure which measures changes in the average level of retail prices compared with the level at January 16, 1962 (taken as 100), was 109·5, the same figure as at January 12. This was announced by the Ministry of Labour on March 17.

Sales by wholesale textile houses

SALES BY WHOLESALE textile houses in January were 10 per cent down on a year earlier. This compares with no change for December and an increase of 3 per cent in November.

The value of stocks held at the end of January was 4 per cent higher than January last year.

Notes:

These statistics are prepared by The Textile Distributors' Association. Inquiries should be addressed to: The Secretary, The Textile Distributors' Association, 75 Cannon Street, London, E.C.4. (Tel. City 4444).

Total sales and stocks

Index numbers (average 1950 = 100) and percentage changes compared with a year earlier.

	Value of Sales (Total Home Trade)		Value of Stocks (at end period) (b)	
		%		%
1963 Year.	108	+ 3	..	..
1964 Year	112	+ 4	..	..
1964 1st quarter	100	+ 9	145	+4
2nd quarter	101	+ 3	135	+6
3rd quarter	111	+ 4	153	+7
4th quarter	138	+ 1	124	+5
1964 February	96	+13	140	+3
March	127	+ 5	145	+4
April	109	+ 8	139	+6
May	98	— 6	140	+7
June	96	+10	135	+6
July	79	+ 2	142	+5
August	97	+ 4	155	+6
September	156	+ 5	153	+7
October	156	— 1	135	+5
November	136	+ 3	133	+4
December	121	Nil	124	+5
1965 January	69	—10	129	+4

Analysis by department

Percentage of corresponding values for 1963

	Sales (b)	Stocks (b)
	January	At end of January
Women's knitted outerwear, blouses and skirts . . .	103·9	116·3
Women's coats, costumes, furs and raincoats . . .	101·1	95·3
Women's underwear	90·6	106·8
Women's hose and children's socks	76·9	102·4
Women's millinery	99·2	105·8
Haberdashery, ribbons and wool	87·7	80·7
Children's wear	90·7	104·7
Men's and boys' shirts, pyjamas and outfitting . .	88·4	100·1
Gloves.	92·2	140·9
Piece-goods and nets	85·1	88·6
Household textiles	86·4	97·6
Floor-coverings, furniture and hardware . . .	91·7	117·0
Grand total (a)	90·4	104·2

Notes

(a) Including some items not included among the sub-headings. (b) Values at cost.

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New companies registered in February

BELOW are details of new companies registered in Great Britain during February 1965 showing nominal capital. The figures are exclusive of unlimited companies and companies limited by guarantee.

Nominal Capital	Public Companies	Private Companies	Total
Under £1,000	—	2,117	2,117
£1,000 and under £10,000	—	967	967
£10,000 and under £50,000	—	174	174
£50,000 and under £100,000	—	12	12
£100,000 and under £1,000,000	—	10	10
£1,000,000 and above	—	1	1
Total number	Nil	3,281	3,281
	'000's	'000's	'000's
Total amount of nominal capital	Nil	£9,615	£9,615

Companies registered in Great Britain in 1964-1965

	1964		1965	
	Number	Nominal Capital £'000's	Number	Nominal Capital £'000's
January	4,035	9,654	3,127	8,031
February	3,662	29,939	3,281	9,615
March	5,006	16,654		
April	4,636	10,757		
May	3,994	9,905		
June	3,819	11,746		
July	3,495	15,857		
August	3,518	10,370		
September	3,739	11,366		
October	4,121	11,415		
November	4,014	8,722		
December	3,778	12,127		
Total	47,817	158,512		

January retail sales in N. Ireland

STATISTICS PREPARED by the Ministry of Commerce show that the total value of retail sales in Northern Ireland for January was 5 per cent higher than the previous year, the same as in the fourth quarter of 1964 and compared with 6 per cent for last year as a whole.

Food shops and household goods shops showed increases of 5 per cent and 3 per cent respectively on a year earlier, while clothing and footwear shops showed a decrease of 4 per cent compared with the year earlier figure.

Further details may be had on application to Northern Ireland Index of Retail Sales, Room 35, Ministry of Commerce, Chichester House, Belfast. (Tel. Belfast 28271, Ext. 113).

Index numbers of value of sales per week (1961 = 100) and percentage changes compared with a year earlier

	All kinds of business		Food shops		Clothing and footwear shops		Household goods shops		Other shops	
		%		%		%		%		%
1963 Year	107	+ 4	110	+ 4	106	+ 6	107	+ 2	102	+ 2
1964 Year	114	+ 6	117	+ 7	109	+ 3	112	+ 5	111	+ 8
1964 1st quarter	105	+ 8	114	+ 7	95	+ 7	104	+ 9	96	+11
2nd quarter	109	+ 3	115	+ 4	104	Nil	106	+ 4	103	+ 5
3rd quarter	113	+ 8	117	+ 9	104	+ 4	114	+ 5	112	+10
4th quarter	128	+ 5	123	+ 6	133	+ 1	125	+ 3	133	+ 8
1964 January	102	+ 8	110	+ 5	91	+ 8	107	+21	94	+10
February	106	+10	115	+ 7	93	+ 8	118	+21	94	+12
March	106	+ 6	117	+ 9	100	+ 6	87	—14	99	+11
April	104	+ 2	112	+ 4	94	— 4	99	+ 6	97	+ 1
May	116	+ 5	119	+ 5	119	+ 4	115	+ 3	107	+ 8
June	110	+ 5	119	+ 9	99	— 2	105	+ 3	106	+ 6
July	108	+ 7	111	+ 7	97	+ 5	108	+ 6	112	+ 7
August	114	+ 9	116	+ 8	107	+ 4	121	+15	114	+11
September	116	+ 9	123	+13	108	+ 3	112	— 4	112	+13
October	115	+ 6	115	+ 4	117	+ 4	115	— 2	113	+13
November	122	+ 4	121	+ 5	130	— 1	134	+ 6	113	+ 4
December	146	+ 6	133	+ 8	153	+ 1	127	+ 6	172	+ 7
1965 January	106	+ 5	115	+ 5	87	— 4	110	+ 3	105	+11

N. Ireland industrial production index

THE PROVISIONAL index of industrial production for Northern Ireland for January 1965, prepared by the Ministry of Commerce, is 144 (1958=100). This is the same as the index for December 1964 and 13 points higher than for January 1964.

The index numbers for the main industrial groups for January 1965 with the increase or decrease on January 1964 shown in brackets are: textiles 140 (+ 7 points); clothing 114 (−5); engineering and metals 108 (+3); food, drink and tobacco 115 (+3); timber and furniture 148 (+40); other manufacturing industries 300 (+78); construction 164 (+15); gas, electricity and water 206 (+25).

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries from the London Postal Area concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed to **H. M. Stationery Office, Room D.94, Atlantic House, Holborn Viaduct, London, E.C.1 (City 9876 Ext. 147).**

Inquiries from other parts of the United Kingdom should be addressed to **Cowlishaw & Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon Street, London, E.C.3 (City 3718).**

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New and revised British Standards

		Price £ s. d.
NEW BRITISH STANDARDS		
185	Glossary of aeronautical terms:	
	185: Section 16: 1965. Personnel	2 0
	185: Section 17: 1965. Aviation medicine	2 6
	Supplementary index to Sections 16 and 17	2 0
	185: Sections 1-17, complete in binder	4 16 6
1344	Methods of testing vitreous enamel finishes:	
	1344 Part 5: 1965. Resistance to detergents	4 0
2251	Sockets for electronic tubes and valves:	
	2251 Part 1:1964. General requirements and methods of test A4 size (4to)	12 6
2271	Quartz oscillator crystal units:	
	2271 Part 3: 1965. Guide to the use of quartz oscillator crystals A4 size (4to)	12 6
3683	Glossary of terms used in on-destructive testing:	
	3683 Part 4: 1965. Ultrasonic flaw detection	5 0
3727	Methods for the analysis of nickel for use in electronic tubes and valves:	
	3727 Part 11: 1965. Determination of silicon 0·001-0·020 per cent (photometric method)	4 0
	3727 Part 13: 1965. Determination of titanium (photometric method)	4 0
3823	Grading of wood handles for hand tools:	
	3823 Part 1: 1965. Ash and hickory handles	6 0
3837-1965	Expanded polystyrene board for thermal insulation purposes	5 0
3839:1965	Oxygen-free high-conductivity copper for electronic valves and semi-conductor devices	3 6
3840:1965	Polyester dough moulding compounds	4 6
3841:1965	Method for the measurement of smoke from manufactured solid fuels for domestic open fires	8 6
3842:1965	Treatment of plywood with preservatives A4 size (4to)	10 0
3844:1965	Wooden domestic platform steps	6 0
3849:1965	Breathing attachments for anaesthetic apparatus	5 0
NEW CODES OF PRACTICE		
B.S. CP11:1965	Farm dairy buildings	12 6
CP117	Composite construction in structural steel and concrete:	
	CP117 Part 1:1965. Simply-supported beams in building	6 0
NEW BRITISH STANDARD: AUTOMOBILE SERIES		
B.S. AU47:1965	Advance warning triangle to indicate temporary obstructions	3 6
REVISED BRITISH STANDARDS		
B.S. 283:1965	Prussian blues for paints	5 0
303-1965	Brunswick or lead chrome greens (pure and reduced) for paints	5 0
540:1964	Glass (vitreous) enamelled salt-glazed fireclay drain and sewer pipes	8 6
879:1965	Water well casing	5 0
1042	Methods for the measurement of fluid flow in pipes:	
	1042 Part 3:1965. Guide to the effects of departure from the methods in Part 1	6 0
1204	Synthetic resin adhesives (phenolic and aminoplastic) for wood:	
	1204 Part 2:1965. Close-contact adhesives	6 0
1831:1965	Recommended common names for pesticides	1 5 0
1928:1965	Processed disk records and reproducing equipment	6 0
REVISED CODE OF PRACTICE		
B.S. CP321:1965	Electrical installations	10 0
REVISED AIRCRAFT STANDARD		
B.S. 5F8:1965	4½ oz. cotton fabric and serrated edge strip for aeronautical purposes	4 0

HINTS TO BUSINESSMEN

THE 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel, hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and exports. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Room F57, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 7146).

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THE COMMERCIAL BANK S.A.L. (INCORPORATED IN LIBYA)
THE CHARTERED BANK OF LONDON (INCORPORATED IN CALIFORNIA)

Government surplus sales by auction

MINISTRY OF DEFENCE (AIR FORCE DEPT.)

1965	Stores	Location	Auctioneers
April 8 .	Miscellaneous stores and equipment . .	No. 14 Maintenance Unit, Royal Air Force, Carlisle.	Harrison & Hetherington Ltd. (AFD 1), Botchergate, Carlisle. (Tel. Carlisle 26292/3).

The above sale will include:

Motor vehicle sundries including Servo brake units; vehicle doors; starter motors; dynamos; filters; tilt covers; carburettors; seats; ancillary spares, etc.

General electrical and other items including consoles; rectifier units; charging board equipment; signal generators; secondary cells; radio spares; modulators; indicators; lead acid accumulators; oscillators; test sets; fans; motors; blowers; transformers; power units; relay units; cable connectors; switches; waveguides; distribution boxes; immersion heaters; amplifier units; monitors; sound recording apparatus; electronic valves; computers; receivers; voltage regulators; undulators; waveform generators; loudspeakers; wattmeters, etc.

Instruments including aircraft clocks; pocket and stop watches; binoculars; telescopes; compasses; fatigue meters; sextants; thermometers; slide rules; magnifying lenses; gyro units; periscopes; oscillographs; sighting and aircraft instruments, etc.

General sundries including telephone and teleprinter equipment; scanner assemblies; fire fighting equipment; metal and wooden pallets; aerial equipment; radio cabinets; steel strip; bars, sheets, tubing and wire; hose assemblies; aluminium containers; wooden cases; various paints and chemicals; aircraft spares; wire towing cable; glass panels; mountings; covers; webbing and harness; various textiles, etc.

April 29 .	Miscellaneous stores and equipment . .	No. 25 Maintenance Unit, Royal Air Force, Hartlebury, Worcs.	Nock & Joseland (AFD1), Bank Buildings, Kidderminster. Tel. Kidderminster 2053).
May 19 .	Miscellaneous stores and equipment . .	No. 7 Maintenance Unit, Royal Air Force, Quedgeley, Glos.	Bruton, Knowles & Co. (AFD1), Albion Chambers, King Street, Gloucester. (Tel. Gloucester 21267).

Catalogues for the above sales may be obtained within 14 days of the advertised date of the sale on application to the Auctioneers. Catalogues for sales held at Maintenance Units cost 1s. 0d. each (*Postal Orders only*).

Ministry of Defence (Air Force Dept.)—TENDER SALES

For sale by Tender: (1) Comet Mk. 2 Flight Simulator. (2) Binoculars (6 X 30). (3) Timber/Metal mast at Debden, Essex. Applications for Tenders should be addressed to Ministry of Defence, AFC. 19a (Air) Turnstile House, High Holborn, London, W.C.1. PLEASE STATE WHICH TENDER REQUIRED.

MINISTRY OF PUBLIC BUILDINGS AND WORKS

1965	Description of Goods	Location	Auctioneers
April 6 .	Office and miscellaneous furniture, engineering and electrical equipment, domestic, canteen and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Store, Shed 10, Site 1, Kidbrooke Park Road, London, S.E.3.	Hollingsworths, 6 Snow Hill (2nd Floor), Holborn Viaduct, London, E.C.1. (Tel. City 1718 and 1828).

Catalogues, price 6d., are obtainable from the auctioneers. View days: day preceding the sale and morning of the sale.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Act, 1960, during the week ended Friday March 19, 1965.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British Quota film.

Title of Film	Registered in the Name of	Maker's Name	Registered No.	Playing Time Minutes	Date of Registration
		BRITISH			
Look at Life Series 25:					
Women at Sea	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.	Br/E 30180	9	March 15
Laying the Table	,, ,,	,, ,,	Br/E 30181	9	March 15
Panic	Bryanston Films Ltd.	Ingram Films Ltd.	Br/E 30182	69	March 17
Pathe Pic. Series 534/546:					
Pathe Pic. No. 534	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.	Br/E 30183	8	March 17
Pathe Pic. No. 535	,, ,,	,, ,,	Br/E 30184	8	March 17
The Main Chance	,, ,,	Merton Park Productions Ltd.	Br/E 30189	61	March 18
Joey Boy	British Lion Films Ltd.	Temgrange Ltd.	Br/E 30191	92	March 19
Sunday Thoughts Series 13:					
No. 10 – *Just Bedlam*	Rank Film Distributors Ltd.	Religious Films Ltd.	Br/E 30192	3	March 19
No. 11 – *History Repeats Itself*	,, ,,	,, ,,	Br/E 30193	3	March 19
No. 12 – *Who Knows?*	,, ,,	,, ,,	Br/E 30194	4	March 19
Movietone News 1866A	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd	Br/E 29914	8	March 19
Movietone News 1867	,, ,,	,, ,,	Br/E 29915	7	March 19
Pathe News 65-22	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.	Br/E 29966	8	March 19
Pathe News 65-23	,, ,,	,, ,,	Br/E 29967	8	March 19
		FOREIGN			
To Beep or not to Beep	Warner-Pathe Distributors Ltd.	Warner-Brothers Pictures Inc.	F 30185	7	March 17
Road to Andalay	,, ,,	,, ,,	F 30186	7	March 17
Those Calloways	Walt Disney Productions Ltd.	Walt Disney Productions	F 30187	118	March 17
Fight or Die	Eagle Films Ltd.	Prometeo, s.r.l., Rome	F 30188	88	March 17
Sandokan the Great	Metro-Goldwyn Mayer Pictures Ltd.	Joseph Fryd, Rome	F 30190	89	March 19
Taggart	Rank Film Distributors Ltd.	Universal International Films Inc.	F 30195	85	March 19
The Ipcress File	,, ,,	Lowndes Productions Ltd.	F 30196	108	March 19

MINISTRY OF DEFENCE (ARMY DEPARTMENT)

1965	Stores	Location	Auctioneers
April 14 .	Machine tools; plant and miscellaneous stores including centre lathes 4½ ins. to 12 ins.; slotting machine; hacksaw; guillotines; shearing machines; flexible-shaft and double-ended grinders and polishers; pillar, bench and portable electric drills; portable electric grinders, saw and shearers; valve refacers; brake relining machine; spot welder; welding transformer; welding and descaling kits and metalising outfit; reboring machines; generator sets; paint spraying and tyre inflation plants; steam cleaner; washing pumps; shot blasting plant; heavy duty air compressors; pneumatic concrete breakers, chipping hammers, drills, wrenches, riveters and grinders; furnaces; degreasing tanks; circular saw benches; bandsaws; morticing machines; sharpening and gulleting machine; grinding wheel dressers; gravity roller conveyors; machine vices; engine stands; continuous film processing machine; down printing frames; plate graining machine; duostat printers; plate drying tables; paper conditioning machine; cameras; lens; enlargers; photographic stores; epidiascopes; film strip projectors; teleprinters; oscillographs; megger insulation testers; Avo universal testers; test instruments; sewing machine; boot finishing machine; tarpaulins and covers; trailer vans, etc.	Technical Stores Sub-Depot, Old Dalby, Leics. (*Sale at Melton Mowbray*).	Shouler & Son (Dept. L), 1 Norman Street, Melton Mowbray, Leics. (Tel. 3081).
April 27-29.	Machine tools; woodworking machines; watches; textiles; clothing; and miscellaneous stores.	Ordnance Disposal Depot, Royal Arsenal, Woolwich, London, S.E.18.	Fuller, Horsey, Sons & Cassell (Dept. L), 10 Lloyds Avenue, London, E.C.3. (Tel. Royal 4861).
May 4-6 .	Passenger, load carrying and dual purpose vehicles.	Ordnance Storage and Disposal Depot, Ruddington, near Nottingham.	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272).
May 13 .	Plant and equipment and miscellaneous stores.	Technical Stores Sub-Depot, Wem, Shropshire.	Hall, Wateridge & Owen (Dept. L), Welsh Bridge, Shrewsbury. (Tel. 53151).

Catalogues for each sale shown above may be obtained from the appropriate Auctioneer 14 days prior to the date of sale. Price 1s. 0d. (*Postal Orders only*).

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Arrangements to view should be made with Capt. Edwards, MBE, Tel. Taunton 3434, Ext. 419.

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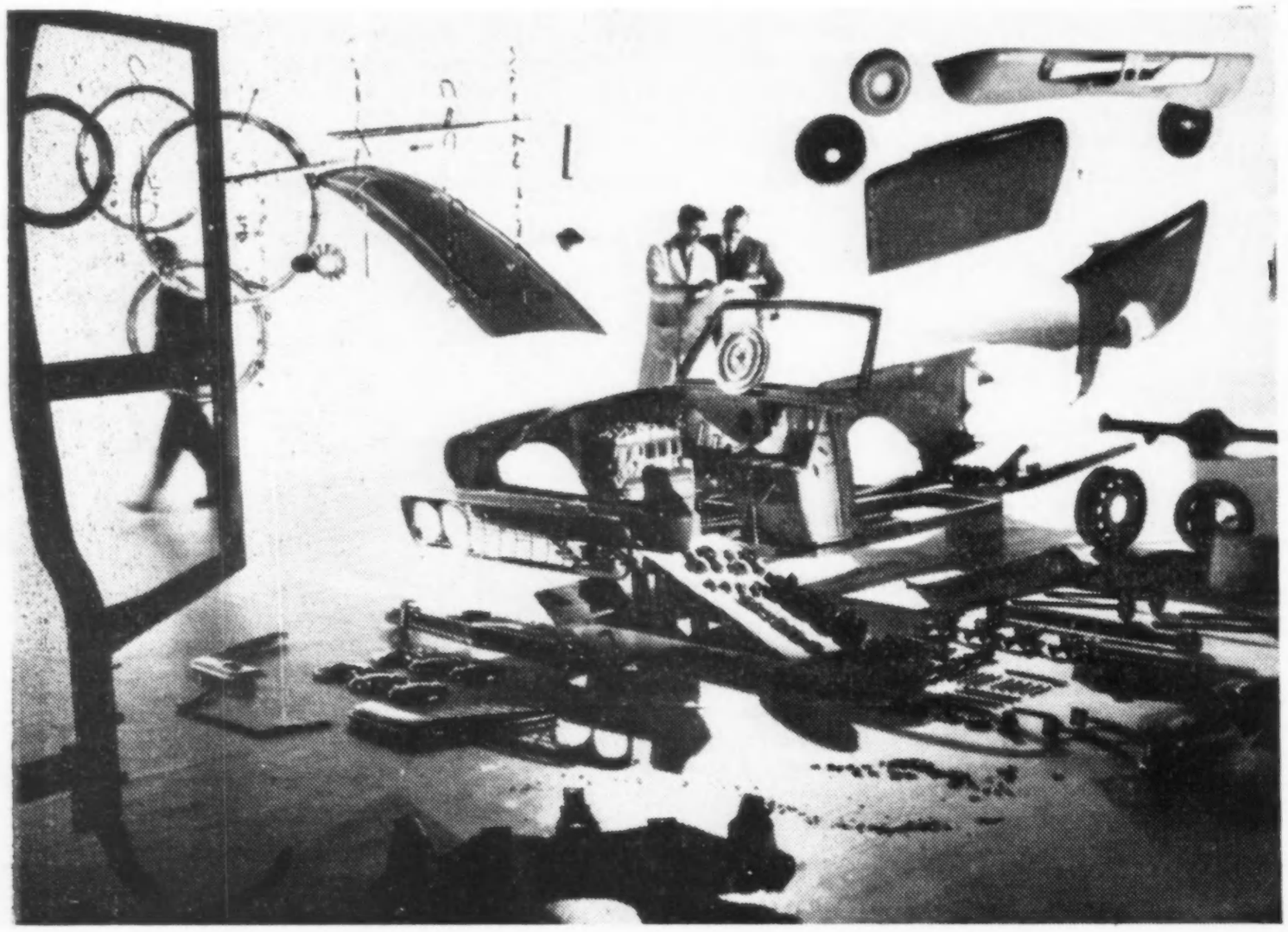
Exhibitions and Fairs

British car imports to Switzerland rise by 72 per cent in two years

A REPORT ON THE GENEVA MOTOR SHOW FROM HM CONSULATE GENERAL, GENEVA



A graphic illustration of the way in which the products of the GKN group of companies combine to provide almost every steel component used in the manufacture of a motor car.

PROVISIONAL STATISTICS for Swiss motor car imports and registrations published at the opening of the 35th Geneva International Motor Show on March 11, show that British manufacturers secured an even greater share of the Swiss market in 1964 by increasing sales by 30·6 per cent to 26,757 units. This, following a similar increase last year, means that British car imports to Switzerland have risen by 72 per cent in two years.

The success story is shared by all the popular British makes of car. The British Motor Corporation announced that with sales increased by 58 per cent, they are now the largest individual suppliers of British cars to the Swiss market. Rover sales were up by 131 per cent, British Ford by 34 per cent, Rootes by 29 per cent, Triumph by 24·1 per cent and Vauxhall by 13·1 per cent.

The remarkable advance, which places us second only to Germany, has been gained largely at the expense of the French, whose sales were down for the second year running, and the Italians, who have still not regained all the ground lost in 1962.

The Vice-President of the Society of Motor Manufacturers and Traders, Mr. J. D. Richards of Solex Carburettors, had reason to be jubilant as he welcomed official guests and Press representatives at a reception to mark the opening of the show. He captured the hearts of his Swiss audience by addressing them, not only in the four official languages of the country (French, German, Italian and Romansch) but also in the Swiss German dialects of Basle and Zurich.

The setting of the Geneva Salon de L'Automobile is, in a sense, a reflection of the state of the Swiss economy. The exhibition space is bigger than ever before, with every luxurious trimming. On the stands themselves, however, the note of simplicity detected last year is rather more apparent, as though the importers do not expect the present boom conditions in the motor industry to continue indefinitely.

There is little of the elaborate construction work which typified the stands of our Continental competitions some years ago, the banks of fresh flowers are perhaps a little smaller, and the numbers of salesmen reduced. British exhibitors lose nothing by the businesslike atmosphere, as they have always concentrated attention on the quality and performance of their cars rather than lavish surroundings. Successes in the 1965 Monte Carlo Rally pinpoint the stands of Morris, Sunbeam and Rover, where the winning cars, complete with their elaborate rally equipment and still splashed with Rally mud, are displayed beside the sparkling models with which Swiss enthusiasts can emulate their achievements.

BMC's record export feat

The British Motor Corporation announced at the show that their record export performance of 1964 was well on the way to being beaten this year. Orders had already been taken for 6,273 cars for delivery before the end of July. This figure included Minis, 1100s, sports cars and the new Austin 1800 which is now in great demand in Switzerland and throughout the continent, following its presentation to the motoring press in Scotland last autumn in the course of the most elaborate public relations operation ever mounted by a British motor manufacturer.

The car was on display in section form on the Austin stand, and its advanced technical details and vast passenger space attracted great attention. Interest was also aroused by the announcement that the well-tried Mini is now to be fitted with hydrolastic suspension like its big brothers, the 1100 and 1800.

Rover too, had good news to announce in the increase of their car sales in 1964 by almost 150 per cent, following the introduction of the Rover 2000, and the placing of an order by the Swiss military authorities for a further 450 Land-Rovers, making a total of 2,200 of these vehicles in service with the Swiss Army. The technical features of the Rover 2000, its independent rear suspension and inboard disc brakes and the unique method of construction by detachable panels on a basic frame unit were clearly shown in an exhibit on the Rover stand.

Details of the amendments and additions to the classified lists of Trade Fairs and Exhibitions are to be found on page 691.

Triumph were featuring their own two litre model, which, mounted high on a turntable with white coachwork and upholstery and all bright parts plated with pure gold, formed an attractive centre piece for a display of the sports cars which have proved so popular, and which are now available in new and improved versions. The TR4A is now equipped with independent rear suspension which improves its already outstanding road-holding and comfort, while the Spitfire Mark II has an improved performance thanks to its new camshaft and exhaust system.

Vauxhall Motors now offer their de luxe Cresta with a 3·3 litre engine as well as the original 2·6 litre power unit. These cars are to be assembled in Switzerland. A Vauxhall Victor 101, all silver with silver brocade upholstery and trim, had a prominent position on the General Motors stand. It was assembled at the Antwerp plant and was the ten millionth vehicle to be produced by General Motors overseas undertakings.

The Sunbeam Alpine 260 'Tiger' which was placed first in the Senior Class of the Monte Carlo Rally was the focal point of the Rootes stand, alongside with its elegant stablemate, the Sunbeam Venezia sports saloon. On this stand were also shown for the first time in Switzerland the 'export only' Hillman Super Minx GT, fitted with the Sunbeam Alpine 1·6 litre engine, and the Sunbeam Chamois, the luxury version of the Imp. For those who love comfort as well as performance, Rootes offered the new Humber Imperial 3 litre saloon and the already popular Humber Sceptre.

The English Fords this year shared a stand with Taunus, their German cousins, while their rich relations from America were shown separately across the aisle. The models chosen for display were the Swiss best-sellers, which accounted largely for the 34 per cent sales increase in 1964. The Cortina saloon, Estate Car and Gran Turismo, the Corsair saloon and the GT and the Anglia which is still one of the most popular light cars in Switzerland.

The super cars

'The cream of the British motor cars' is how the Jaguar exhibit was described, a glittering line-up of Jaguars full range, all in the Swiss motorists' favourite colour – cream. The models shown were the 2·4 litre Mark II, the 3·4 litre Mark II over-

drive, the 3·8 litre 'S' overdrive, the 'E' type 4·2 litre coupe and the Mark I 4·2 litre overdrive. Daimler, although not forming an integral part of the Jaguar Organization, in manufacture, sales, and service, followed the Geneva tradition and were shown on a separate stand.

A newcomer to the show was the TVR Trident, manufactured by the Grantura Engineering Company and displayed on the stand of its Italian body stylist, Fissore. This sleek car, fitted with an American Ford V.8 engine of 4·7 litres, is claimed to be capable of 150 m.p.h. Grantura were satisfied with the keen interest shown in their exhibit, and hoped to appoint a Swiss distributor before they left.

Aston Martin gained some publicity from the showing of the film 'Goldfinger' in a local cinema but the two DB5 sports saloons on display were normal models (if an Aston Martin can be called normal), not 'James Bond Specials.'

Lotus had a well placed stand in the main hall, and were showing four cars, the Elan S.2 in normal and racing trim, type 30 and a Formula II type 35 racing model. Alvis, ever popular with specialist coach builders, was shown in four versions, a coupe and cabriolet by Park Ward and two coupes by the Swiss stylist, Hermann Graber.

Although one tends to think of the Geneva Show in terms of motor cars alone, the sections devoted to other forms of transport and to garage equipment and accessories add considerably to the commercial success of the event. British manufacturers were well represented in the accessories section. Guest, Keen and Nettlefold. on a quietly impressive stand, showed part of the vast range of castings and stampings which they supply to motor manufacturers throughout Europe.

Smiths Motor Accessories, Lucas-Girling and Trico-Folberth also showed a wide selection of the special equipment which they have developed for incorporation into new vehicles or as replacements. Among Lucas novelties was the 'Dip-Right' plastic lens converter for use on the headlamps of British based cars touring on the continent. Pye Car Radios were shown on the stand of Lier-Taylor Electronics, who are active in developing the sales of Pye Telecommunications equipment. Dunlop, in addition to their customary range of tyres, were showing a new type of heavy duty disc brake for commercial vehicles.

In this year's show, motor cycles and mechanical handling equipment took the place of commercial vehicles. Although these sections attracted less interest than the passenger cars, the excellent displays put on by British manufacturers drew their share of enthusiasts and potential buyers. Norton, Triumph, Royal Enfield and BSA were prominent, and in the mechanical handling section, Lansing Bagnall were demonstrating their range of fork lift trucks and battery operated trucks in ideal conditions.

At the opening of the Geneva Motor Show, a visitor was heard to remark 'this year it is a British Show.' While this remark may have been inspired by the numerical superiority of the British makes on display – 26 compared with 11 each from Germany and Italy, nine from France and two from Sweden, there is no doubt that the models on show were just right for the Swiss market, and that they will maintain and improve their sales position in the coming year. It is to be hoped that the new models introduced will be available in sufficient numbers to meet demands, and that there will be no unsatisfied customers when the summer motoring season arrives.

Scottish firms successful display in Hamburg

ABOUT 300 BUYERS visited a display of products including shortbread, duplicating paper, woollen piece-goods, knitwear, furniture, and instant tea and coffee by 18 members of the Scottish Thistle Export Group at the Hotel Atlantic, Hamburg, from March 16-18. Nine of the 18 members of the group collaborated with the Board of Trade in the display.

The general impression given was that the goods displayed were excellent quality. Although Germany is regarded as a price-conscious market and all the exhibitors expressed satisfaction, they were disappointed at not having received substantial orders.

Several trial orders were taken, and most firms were able to appoint an agent. Glenavon (Woollens) Ltd. were the most successful of the exhibitors; buyers regarded the quality as being absolutely first class, and the colours ideal for the German market. Glenavon (Woollens) Ltd. have their own representative in Southern Germany and were only disp'aying as a member of the Group. In Hamburg they were fortunate enough to find an agent for piece-goods, supplied by another manufacturer, who expects to make sales in the region of £20,000 a year after an introductory period.

The shortbread of Wm. Reekie & Sons Ltd. was highly praised for quality, but unfortunately the prices were regarded by all as being too high. However, a potential agent was found, and the market will be thoroughly investigated.

The stand of Universal Covers Ltd. was visited by many who commented on the low prices and excellent workmanship of the travelling bags and nylon anoraks. Despite this interest no agent was appointed, though several interesting inquiries are being pursued.

English tea is well known in Germany, and it was not too difficult to find a firm keen to represent Messrs. Thos. Symington & Co. Ltd. The superb quality of the cashmere and mohair scarves, socks and pullovers of C. R. McRitchie & Co. Ltd. were a talking point for all visitors, and an agent was appointed at the exhibition. Surphising to many visitors was the finishing design of the rosewood furniture displayed by A. H. McIntosh & Co. Ltd. Important buyers from large retail houses were most impressed and spent a reasonable time discussing prices and delivery. No firm orders were placed, but it is considered that McIntosh furniture should soon be available on the German market.

James Brown & Co. Ltd. are negotiating with a local firm to represent them for their duplicating paper.

The remaining two firms, Currie Line Ltd. and Industrial Estates Management Corporation, of Scotland, supplied information about shipping services between Leith and Hamburg/Bremen and the possibilities of setting up a factory in Scotland respectively.

In conclusion, the Scottish Thistle Export Group can be considered as having had a successful trip to Hamburg in that they made valuable contacts and can reasonably expect successful sales in the months to come.

Packaging the Packaging Show

International Packaging Exhibition
Earls Court London 19–27 May 1965
Organised by Industrial and Trade Fairs Ltd in association with F.W. Bridges and Sons Ltd
Commonwealth House 1–19 New Oxford Street London W.C.1 Tel. CHAncery 9011
In collaboration with The Institute of Packaging. Daily 10a.m.—6p.m. Closed Sunday
PAK EX
PRESS
PAK EX
PAK EX
PAK EX

This year's exhibition (Earls Court May 19-27) is being promoted more vigorously than ever before in a bid to confirm London as a capital of the packaging world. Throughout Europe and the United States competition has been increasing. To combat this, International Trade Fairs, the sponsors, commissioned Patrick Tilley Associates (a member of Allied Industrial Designers) to create a graphic identity that would be recognised internationally. Results are soon to be seen. The designers (who created the advertising brochures, leaflets, tickets, contractual forms etc.) have created a simple overall identity for all print material. It is noteworthy that they have bypassed all temptation to use crowns, Beefeaters, Union Jacks, lions and unicorns. ITF say they have had 'very good reaction indeed' to this promotion material. The exhibition is now completely sold out. The organizers feel that the promotion material played a significant part in achieving this.

BRITISH OVERSEAS FAIRS LTD.

British Overseas Fairs Ltd., the branch of F.B.I. which organizes British participation in exhibitions in various parts of the world, in consultation with the Board of Trade, is at 21 Tothill Street, London, S.W.1. (Tel. Abbey 6376).

British footwear in Scandinavia

by R. W. Bailey, HM Consul-General, Gothenburg

British footwear on display in Gothenburg.

BRITISH SHOES were prominently displayed to the footwear trade of Scandinavia in Gothenburg from March 9-11.

There are two Footwear Exhibitions a year held for the trade in Sweden by the Swedish Shoe Manufacturers' Association. This year both (one in March and the other in September), are being held in Gothenburg in the halls of the Swedish Trade Fair. At the same time, the Swedish agents of imported shoes hold independent displays in another part of the same premises. At the exhibition just held, no less than 18 British firms, through their agents in Sweden, showed samples of the new season's styles. Firms represented included some of the largest British manufacturers and quite a number of smaller firms as well. The British representatives of firms exhibiting at this show were well pleased with the numbers attending and the interest shown in their products.

There were, however, quite a number of British footwear manufacturers previously not represented in Sweden who wished to display their products and to seek out suitable agents. Accordingly a special exhibition was organized by the British Footwear Manufacturers' Federation, whose overseas manager, Mr. B. E. Wallis, M.B.E., was in Gothenburg throughout the period of the exhibition. This was a Joint Venture with the Board of Trade, whilst the Central Office of Information designed the stands. All local arrangements were made by Mr. T. H. Abraham, the Vice-Consul (Commercial) at the British Consulate-General in Gothenburg. This special exhibition was held on the same dates as the Swedish Footwear Exhibitions in the Hall of the Savings Banks on the main Avenue of Gothenburg, a few minutes walk from the Swedish Trade Fair.

Thirteen British firms displayed their shoes in excellent surroundings. Over 1,700 shoe retailers wholesalers and agents throughout Scandinavia had previously been sent invitations and those who attended, including not a few from Norway and Denmark, showed considerable interest in the exhibits. The purpose of the exhibition was purely a sample display and orders normally follow at a later date; even so, useful sales were actually effected. In all cases the British firms made important contacts and a number were able to settle their future agency arrangements.

Eight to ten years ago Sweden was a large customer for British shoes, but sales fell off in the face of strong Italian and West German competition. Recent prospects have been more hopeful and sales increased from 155,100 pairs during the first 10 months of 1963 to 219,200 during the same period of 1964 – an increase of over 40 per cent.

All the British firms taking part in the Gothenburg exhibitions are confident that as a result of this vigorous export drive, the 1965 figures will show an even greater improvement.

British clean air equipment display

THE first 'joint venture' display to be arranged between the Board of Trade and the National Society for Clean Air will be mounted at the International Clean Air Exhibition and Congress, Dusseldorf, from April 5-9. This official British display will occupy some 2,300 sq. ft. and eight firms will take part. They will show a range of air cleaning equipment including a sealed 'clean room,' with an air-conditioning unit, for use in industries where dust-free conditions are essential; instruments for measuring fine particles of dust and bacteria; and apparatus of the kind now being used by the National Coal Board to detect the presence of gases underground.

An additional stand within the official British display will be taken by the Department of Scientific and Industrial Research. This will be staffed by the Department's Warren Spring Laboratory, who will exhibit a small tunnel demonstrating the behaviour of gases discharged from chimneys. The National Society for Clean Air will man their own information desk. In addition to the official British participation it is expected that a number of British firms will exhibit independently at this exhibition.

Note:

The DSIR is shortly to close down, and its responsibilities for research into problems of air pollution will then be transferred to the Ministry of Technology.

British design exhibition at Milan in October

An exhibition of well-designed British consumer goods from the Design Centre in London is to be arranged by the Council of Industrial Design during the British Week in Milan from October 9-17. This will be the fourth in the series of European British Weeks organized by the Board of Trade and the Export Council for Europe to promote the sale of British consumer goods. The CoID has taken part in all the British Weeks held so far, and the display at Milan will follow the pattern of the CoID exhibitions in Dusseldorf and Copenhagen last year and of the exhibition planned for Amsterdam from May 14-June 21.

CHANGES IN TRADE FAIRS AND EXHIBITIONS ANNOUNCEMENTS

BECAUSE *of pressure on space all the various classified lists of trade fairs and exhibitions will be published in full only on the dates indicated below:*

	Date last published	Date next published
Europe	*March 5*	*June 4*
United Kingdom ...	*Feb. 5*	*May 7*
Outside Europe ...	*Jan. 1*	*April 2*

Amendments and additions to the three lists will be shown in the issues of the intervening weeks.

No responsibility is taken for the standing of organizations or individuals mentioned in the lists, and dates, etc., may be subject to alteration.

The Board of Trade Export Promotion and Fairs Branch, Queen Anne's Mansions, Queen Anne's Gate, S.W.1. (Tel. Abbey 7877, Ext. 3557, Germany and Scandinavia: 2783, France Italy, Benelux, Switzerland, Austria, Finland, Irish Republic, Greece, Turkey and Middle East: 3558, United Kingdom and Rest of the World) will be glad to answer general inquiries, but applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation. Export Promotion and Fairs Branch can also provide information about other events which, owing to space limitation, are not included in the lists.
** indicates event which is held annually at approximately the time stated.*
† indicates event which is held alternate years at approximately the time stated.

Additions to Classified Lists

The fairs and exhibitions given below are additions to the full lists published in the *Board of Trade Journal* on March 5, February 5 and January 1 respectively.

EUROPE

Additions:

FLORENCE: SHOE AND LEATHER FAIR – September 4-12, 1965.
* Apply, Mostra Campionaria Calzature Pelletterie Cuoio, Via Valfonda 9, Florence.

SALONIKA: INTERNATIONAL TRADE FAIR – September 5-27, 1965.
* Apply, Foire International de Thessolonika, Salonika.

UNITED KINGDOM

Additions:

HARROGATE: NORTHERN FLOOR COVERINGS FAIR – September 7-10, 1965.
* At Exhibition Hall. Apply, Industrial and Trade Fairs Ltd., Commonwealth House, 1/19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

LONDON: FASHION IN FOOTWEAR EXHIBITION – October 3-8, 1965.
* At Washington Hotel, W.1. Apply, Industrial and Trade Fairs Ltd., Commonwealth House, 1/19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

LONDON: WHOLESALE BUYERS GIFT FAIR – December 13-16, 1965.
* At the Mount Royal Hotel. Apply, Trade Promotion Services Ltd., St. Dunstans House, Carey Lane, London, E.C.2. (Tel. Monarch 8391).

OUTSIDE EUROPE

Additions:

ATLANTIC CITY: KNITTING ARTS EXHIBITION – May 3-7, 1965.
† Apply, Raymond C. Mayer and Associates Inc., 51 East 42nd Street, New York 17.

CHICAGO: ELECTRONIC PARTS DISTRIBUTORS SHOW – May 17-19, 1965.
Apply, Electronic Industry Show Corporation, 100 South Wacker Drive, Chicago 111.

CHICAGO: NATIONAL RESTAURANT EXHIBITION – May 24-27, 1965.
Apply, National Restaurant Association, 1530 N. Lake Shore Drive, Chicago 10, Illinois.

LOS ANGELES: GIFT SHOW – July 25-30, 1965.
* Apply, Trades Shows Ltd., 3510 Council Street, Los Angeles 4, California.

MONTREAL: GIFT SHOW – August 23-26, 1965.
* Apply, National Gift Shows, Seccombe House, 443 Mount Pleasant Road, Toronto 7, Ontario.

CHICAGO: NATIONAL STATIONERY AND OFFICE EQUIPMENT EXHIBITION – September 18-22, 1965.
* Apply, National Stationery and Office Equipment Association, 740 Investment Building, Washington 5, DC.

TORONTO: GIFT SHOW – September 20-23, 1965.
* Apply, National Gift Shows, Seccombe House, 443 Mount Pleasant Road, Toronto, Ontario.

Attendance at 'REPRO 1965' up by 20 per cent

MORE THAN 600 overseas visitors from 42 countries attended the 1965 International Reprographic Exhibition which took place at Earls Court, London, from March 15 to 19. Total attendance at the exhibition was 17,895, compared with 14,752 at the previous show in 1963, an increase of 20 per cent.

The three-day symposium organized by the Institute of Reprographic Technology was reported to be extremely successful. All the sessions, at which home and overseas experts presented papers on the technological and managerial aspects of reprography, were crowded to capacity.

MILAN FAIR

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The Milan Fair offers to manufacturers and trade representatives from all over the world more than an invaluable business experience. It offers them its superlatively organized and highly efficient

International Trade Centre

The strength of the Milan Fair lies in these figures: 14,000 exhibitors from 85 countries, 5.4 million sq. ft. of exhibition space, more than 4 million visitors a year.

The Milan Fair organization works all the year round being responsible for more than 20 specialized trade shows.

Visit the Milan Fair from 14th to 25th April

Visitors' Cards and information from Italian Diplomatic, Consular and Trade Representatives and from the Milan Fair Representative, Dr. Vittorio Schiazzano, 31 Old Burlington St. - LONDON, W. 1.
☎ REGent 2411

The Advance Catalogue of the 43rd Milan Fair will be on sale from 1 February 1965

Overseas Trade and Exports

Export opportunities in Argentina

A REPORT FROM THE COMMERCIAL DEPARTMENT OF THE BRITISH EMBASSY AT BUENOS AIRES

THE ECONOMY OF ARGENTINA is still in a state of transition between a mainly agricultural and a modern industrial economy. On to her great agricultural and pastoral wealth is being grafted a modern industrial system. The process of industrialization began in a small way at the beginning of the century but received its real impetus from the scarcity of imported manufactured goods during the 1939/45 war and the process was intensified by deliberate political decision during the time of Peron. Subsequent regimes have continued the policy of deepening and widening the industrial base and of manufacturing locally the greatest possible quantity and range of goods both consumer and capital.

To this end special inducements were offered from the time of Peron onwards to both domestic and foreign investors to establish new industries and to extend those already existing with a view to substituting locally manufactured articles for imported ones and, eventually, of exporting manufactured goods.

This process has made great strides and firms established in Argentina now manufacture virtually all consumer goods including consumer durables. Imports of these have, in general, ceased – they are either prohibited absolutely or have to pay surcharges ranging up to 300 per cent of the cost and freight value.

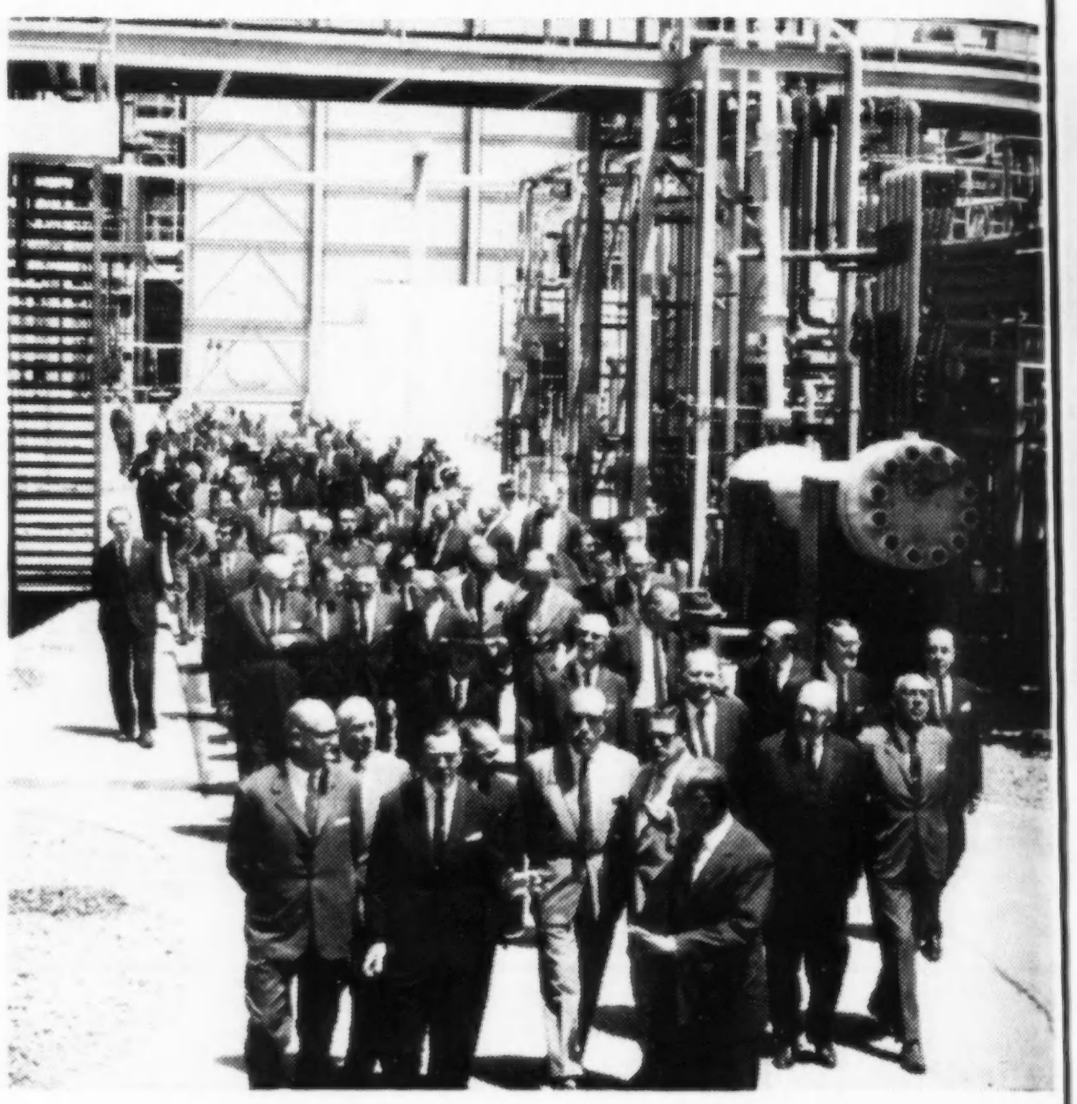
Domestic production of petroleum is now around 15 million cu. metres a year and is within 5 per cent of covering local consumption, and the production of natural gas reached nearly 6 million cu. metres in 1962 (a volume substantially in excess of consumption) and has displaced completely the production of gas from coal. Electricity generation reached about 3,700 megawatts installed capacity in 1961 of which about a third was being generated by industry for its own needs.

Argentine railways were mainly built and run by British companies but were bought by the State in 1945. Burdened by a large deficit and poor maintenance they now need substantial investment and repair or replacement of track and rolling stock. The deterioration of the railways system has both caused, and been intensified by, the great increase in the use of road vehicles. It is estimated that in 1964 there were about 80,000 road transport units with a capacity of 2·3 million tons virtually all privately owned and operated, 15 per cent of them operating on long distance haulage. Road transport of passengers is provided for by a mixture of municipally owned services of mainly large buses and privately owned small buses capable of carrying about 20 seated passengers.

The road network has not kept pace with the increase in the number of transport units and the mileage of roads maintained by public authority has actually diminished since 1950 although the mileage of roads with a good paved surface has increased from about 7,000 kilometres in 1950 to about 13,000 in 1963. All the main cities and provinces are connected with some kind of road, many of which are maintained in an indifferent fashion and may be impassable at certain times of the year.

The large distances involved in travelling (the country is nearly 2,000 miles long from North to South) has led to the development of internal air services and the main cities in Argentina can now be reached from Buenos Aires by more or less regular daily air services. Many large companies who need to maintain regular communication between their head offices in Buenos Aires and their factories or interests in the interior maintain their own executive-type aircraft, the majority of which are American.

The State still runs important sectors of the economy. All hydro carbon deposits are State property and the prospecting and exploitation



The inauguration of Duperial's (ICI) polythene plant in Argentina was attended by (foreground): Mr. A. Edbrooke, the Governor of Santa Fe; Sr E. Tessio (the tall gentleman wearing dark glasses); at his left (also wearing dark glasses) is the San Lorenzo General Manager, Dr. G. Ungaro. Foremost (left arm extended) Ing. R. Ferrer; far right, Mr. S. P. Chambers.

of mineral deposits is under the control of the Provincial authorities. The State and State-owned enterprises also own and manage, as a monopoly or in competition or co-operation with private interests, the railways, merchant ships, electric power and gas companies, the telephone and telegraph system, meat slaughtering and packing houses, steel plants, an aircraft factory and ship-building yards.

Argentina's steel industry includes integrated plants and now produces about 1·3 million tons of crude steel a year and about a million tons of rolled products. About twenty factories produce 60 to 80 thousand cars annually under foreign licence with less than 10 per cent of imported parts but at about three times the price of corresponding models in the United States and Europe. Diesel engines are being produced by subsidiaries of Perkins of the United Kingdom and Fiat and the current total vehicle production of 120 to 150 thousand units a year includes about 18 thousand tractors, built mainly by German and Italian firms. There is a well-developed petro-chemical industry based on national petroleum production at present reaching about 15 million cu. metres of oil annually. This is within 10 per cent of meeting domestic consumption although the present dispute between the Government and private oil companies may lead to a reduction of production and an increase in imports.

Recent industrial development has been intensive but uneven and very wasteful; it has been accompanied by cycles of industrial boom and depression and constant inflation. During 1962 and 1963 the Argentine

economy suffered a serious setback. Industrial production fell drastically, commercial failures multiplied alarmingly and unemployment became increasingly serious. In September 1963 the present administration was elected on proportional representation by a minority of the votes cast. It announced a policy of reactivation of the economy by making credit available to selected branches of industry, payment of arrears of salaries and pensions due, cancellation of contracts with foreign companies for the exploitation of petroleum deposits and bringing of order into the economy through planning of investment and development generally.

Substantial recovery from recent depression

There has been a widespread and substantial, if somewhat uneven recovery from the depression of recent years. Certain branches of industry have registered great improvements in production; notably the motor car industry which in recent years has made great strides and stimulated subsidiary industries including those producing tyres, glass and upholstery. Production in the steel industry in 1964 is up 40 per cent on 1963. Sulphuric acid production is similarly up some 40 per cent. Other branches of industry have made progress and the overall increase in production since last year is thought to be of the order of 6 per cent or 7 per cent. The agricultural sector has registered impressive results for the second year running (the 1963 wheat crop was the best for 20 years and the 1964 crop seems likely to be the best since 1929). Exports of grains have been maintained at a high level. Estimated wheat exports for 1964 show a 100 per cent increase on the 1963 figure. The export of beef and products has suffered from a general shortage of cattle due to past droughts but has continued at a surprisingly steady rate considering the dearth of supplies. Meat exports in 1964 showed a decrease in volume of 21 per cent but a rise in export earnings of 19 per cent.

The high level of agricultural exports enabled Argentina to achieve a good surplus in the balance of trade in both 1963 and 1964 but the heavy and unco-ordinated imports of capital and semi-capital goods on short term credit encouraged by recent governments has faced Argentina with serious balance of payments problems for the next three or four years.

The Development Plan

The present Administration has accordingly introduced measures which include a degree of exchange control, provisions to extend the credit terms on which capital goods are bought abroad and a five year plan of development. The planners accept that inflation cannot be arrested immediately if development is to proceed but have planned for a gradual diminution of the rate of inflation from 20 per cent in 1965 to 10 per cent in 1969 at the same as rapid rises in production in 1965 of 14 per cent on 1963 and thereafter less steeply. The other main increases foreseen are as follows. The extractive industries to grow by 16 per cent in 1965 and by from 5 to 11 per cent in the following years. Manufacturing industry to rise by 18 per cent in 1965, 12 per cent in 1966 and 5 and 6 per cent in the following years. The production of electricity, gas and water is planned to rise by 27 per cent in 1965, 11 per cent in 1966 and 10 per cent yearly until 1969. Other branches of industry and services are planned to expand at lower rates. These rates of expansion will necessitate large imports of machinery and other capital goods and the Plan foresees imports of capital goods of the order of from US $330 million to $390 million yearly until 1969 and anticipates that these imports will be financed by suppliers granting credits averaging twelve years.

The prospects of British exports to this market of the types required by the development Plan are therefore encouraging. For example, it is estimated that the demand for steel by 1969 will have risen to nearly four million tons a year, almost all of which, (except of course special steels) is to be produced locally. This will involve imports valued at approximately US $370 million over the 5 years of the Plan in steel plant for the development and modernization of both the state and private enterprises.

Similarly considerable emphasis is given under the Plan to the further

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LIVERPOOL: — Pacific Building, James Street (Central 9251)
MANCHESTER: — 1-3 Clarence St., Albert Square (Central 4302/4)
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Leyland bus operating in Buenos Aires.

development of the petro-chemical industry and imports of approximately US $93 million a year are envisaged to increase manufacturing capacity for synthetic rubber, nitrogenous fertilizers, caustic soda, carbon black, P.V.C. and polyethylene.

The mining industry is still in its infancy and considerable emphasis is placed on its development. An investment over 5 years of about US $168 million is envisaged with particular emphasis on the extraction of iron, aluminium, manganese, tungsten, beryllium and asbestos.

The neglected railway network is to be brought to a satisfactory state of maintenance. The Five Year Plan envisages imports of rails, diese engines and ancillary equipment, to the value of US $175 million during the period of the Plan. In addition it is hoped to electrify the trans-Andean railway at a cost of approximately US $3·5 million and to extend the underground railway system of Buenos Aires at a rate of 4 kilometres a year involving imports of the order of US $7 million over the five years.

Argentina has for many years been an excellent market for British road building machinery and it is clear that with the planned development of the road system this should continue.

The Plan provides for an ambitious programme of electricity generation. About 1,555 megawatts of installed capacity will be added to the public network by 1969, of which 1,340 megawatts will be in thermal stations. In addition further installations totalling 2,281 megawatts will be started of which 1,831 will be hydroelectric schemes. Imports of the order of US $280 million will be necessary during the period to enable this to be achieved.

The further development of natural gas resources will involve imports of over US $75 million for main pipelines, distribution networks and nderground storage.

Business Prospects

The prospects for British exports to this market of the kind required are, therefore, encouraging provided that an attempt is made to meet the longer terms of credit now sought. Ordered programmes of import requirements and of the foreign exchange obligations to be incurred will mean that the main emphasis will be on essential imports.

The Plan recommends that the Argentine Government's present policy of stimulating local industry to produce goods which had hitherto been imported should be continued and assumes that the capital goods required for the industrial expansion will be imported only when they cannot be produced locally. Accordingly, Argentina will not, for some years, offer a market for most kinds of consumer goods or the simpler type of capital goods which she can manufacture except to supplement local production where this is insufficient. However, the level of imports of capital goods envisaged by the Plan

quoted above shows that Argentina will continue to be an important market. The British exporter must nevertheless expect to encounter rather stiffer competition from European and American suppliers and a constant requirement for longer-term credit.

The emphasis being placed on local manufacture and the virtual exclusion of imports which compete with local production offers considerable opportunity to export to Argentina manufacturing rights, patents and 'know-how' in general. Local manufacture, independently or in conjunction with local interests, will often be the only way of retaining any hold at all on the market.

A number of British manufacturers have already chosen this solution to the difficulty of exporting to Argentina and there have been some notable successes. Perkins are manufacturing diesel motors, the Siam di Tella group are making a facsimile of the BMC Austin Cambridge; the British American tobacco company has won an important share of the local cigarette market; Glaxo have established themselves as important manufacturers of pharmaceuticals. ICI have a local company which is on the way to becoming as important in the Argentine as its parent organization is in the United Kingdom. Lucas now manufacture car electrics of all types and brakes. American, French, German, Dutch and Italian firms have established local companies in the same way. British companies whose exports to Argentina have ceased or are diminishing because of local production may therefore find advantage in establishing themselves; in many cases a manufacturing agreement with a local company will be the more prudent arrangement. In either case it is essential that the company should send a senior representative personally to Argentina to see for himself over a period the market, the difficulties and their possible solutions.

The export opportunities specified above should be viewed against the basic strength of an economy rich in agricultural (if less so in mineral) resources and a population without serious racial or religious divisions plentifully endowed with intelligence and natural ability. The present opportunities for a renewal of peaceful, constitutional government can, if favourably exploited, be the means of attaining a political stability which should promote the full and ordered development of her economic potential which has been so long delayed.

DELIVERED IN 24 HOURS

By despatching machinery for the export market by air, uncrated, the Badalex Section of the Sale Tilney Group of companies have found that both the time and cost of delivery can be cut to a fraction. A high speed automatic glass working machine had to be sent to a continental firm. The weight of the machine was 30 cwts. and it measured 7 feet square x 12 ft. (588 cu. ft.). Loaded on to a pallet at the Group's Southend works, it was taken by lorry to the Southend air terminal where it was transferred by forklift truck to a BUA aircraft. Transported by these means, the machine was delivered within 24 hours of leaving the factory. Not only was travelling time saved but also packaging time which would have been about two weeks for transport by sea.

British Overseas Commercial Representatives' visits during April to June, 1965

THE FOLLOWING British Trade Commissioners and Commercial Diplomatic Officers are expected to be in this country during April to June, 1965

BURMA (Rangoon)	C. A. S. Crick	Third Secretary (Commercial)	May/June	In present post since 1963.
†CANADA (Toronto)	†G. H. S. Jackson	Principal British Trade Commissioner	From late May	In present post since late 1964 only. (Previously HM Consul-General in U.S.A. (Seattle.)
CEYLON (Colombo)	J. F. Saunders	Principal British Trade Commissioner	May	Has previously served as British Trade Commissioner in Canada (Vancouver), and Hong Kong.
HONG KONG	G. W. Marshall	Principal British Trade Commissioner	From late April	Has previously served as British Trade Commissioner in Ghana (Accra) and Ceylon (Colombo).
INDIA (New Delhli)	R. Fell	British Trade Commissioner	May	In present post since 1961.
JAMAICA (Kingston)	A. J. Salmon	Assistant British Trade Commissioner	From late June	Has previously served as Assistant British Trade Commissioner in India (Calcutta).
LIBYA (Benghazi)	J. D. Garner	Second Secretary (Commercial)	From late May	In present post since 1963.
NORWAY (Oslo)	P. J. E. Male	Counsellor (Commercial)	June	In present post since 1962.
PAKISTAN (Lahore)	J. Stafford	British Trade Commissioner	From mid-May	In present post since 1963.
*POLAND (Warsaw)	*R. M. John	First Secretary (Commercial)		*NOT NOW AVAILABLE (see footnote).
SIERRA LEONE (Freetown)	W. B. J. Dobbs	Second Secretary (Commercial)	From May	Has previously served as Assistant British Trade Commissioner in Nigeria (Lagos).
SWITZERLAND (Zurich)	D. J. Pearson	HM Vice-Consul (Commercial)	From mid-May	In present post since 1963.
THAILAND (Bangkok)	T. J. Everard	First Secretary (Commercial)	From late May	In present post since 1963.
TRUCIAL STATES (Dubai)	M. A. Marshall	Commercial Officer	From mid-May	In present post since early 1964.

† Policy matters only
*It is regretted that as Mr. John's leave has unexpectedy been cut short, he cannot now be available for dutv on this occasion.

British firms and organizations which wish to meet any of these officers to discuss specific export problems are asked to write for an appointment, stating the nature of the problem and the commodities involved.

Those firms and organizations which would wish to see an officer *only* if an appointment in their own area could be arranged should contact the appropriate Board of Trade Regional Office, or in Northern Ireland, the Ministry of Commerce, Belfast. Those which would either prefer or would be prepared, if necessary, to meet the officer for an interview in London should approach Tours Section, Board of Trade, 1 Victoria Street, London, S.W.1.

Firms are reminded that the Export Services Branch of the Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. are in close touch with all overseas representatives and would be glad to advise British firms on matters relating to their export trade. Regional Officers of the Board of Trade or, in Northern Ireland, the Ministry of Commerce, Belfast, are also available for consultation on export matters.

TRADE AND FINANCIAL ARRANGEMENTS

United Kingdom and Hungary

THE SIGNING of arrangements for Anglo-Hungarian trade during the 12 months ending January 26, 1966, was reported in the *Board of Trade Journal* of March 12.

For the benefit and information of traders the lists relating to specific import quotas and other restricted imported goods together with the list for British exports are reproduced below.

ANNEX A

Goods the import of which from Hungary remain subject to specific licence

Goods covered by the following chapters and headings of the United Kingdom Customs Tariff:

Chapter 2 (except horsemeat, rabbit, chilled or frozen beef and veal and venison and their offals)
Chapter 3 (except preserved fish, freshwater fish, fresh and frozen sturgeon)
Chapter 4 (except headings 04.05 and 04.06 and butter oil, butter fat and anhydrous butter)
Chapter 16 (except headings 16.04 (other than salmon), 16.05 (other than crab), salami, fully cooked prepared lunches and ready-made dishes, and any items wholly of beef or veal)
Chapter 17 (except heading 17.04 and sugar of a polarization not exceeding 98°, invert sugar, molasses, syrups and other forms of liquid sugar)
Chapter 65
Heading 01.02
Heading 08.13
Heading 20.04
Heading 27.09
Heading 27.10
Heading 27.11
Heading 27.13 (except mineral waxes other than paraffin wax)
Heading 29.43
Heading 69.11
Heading 69.12
Heading 69.13
Vegetables fresh, frozen, dried or preserved otherwise than provisionally or by vinegar or acetic acid, being asparagus, green beans, beetroot, broccoli and cauliflowers, brussels sprouts, carrots, celery, cucumbers (other than gherkins), herbs (other than herbs dried in bulk), lettuce and endive, mushrooms, dry bulb onions (including shallots), green peas, radishes, spinach and turnips
Potatoes and potato products (except potato flakes and potato pancake powder)
Tomatoes, fresh
Rhubarb, frozen, dried or preserved otherwise than provisionally or by vinegar or acetic acid
Vegetables provisionally preserved containing onion or cauliflower
Vegetables, preserved by vinegar or acetic acid (including mixed pickles and chutneys) containing beetroot, cauliflower or onions
Fruit, fresh, frozen, dried, provisionally preserved (including pulp), canned or bottled being apples, bananas, cherries, currants, gooseberries, grapefruit, loganberries, pears, plums, raspberries and strawberries
Jams and jellies of apples, cherries, currants, gooseberries, loganberries, pears, plums, raspberries and strawberries
Fruit juices, syrups and must derived from apples, blackcurrants and pears
Grapefruit juice and orange juice
Grass seed
Dry bulbs, rhizomes, corms and tubers
Osiers and willows
Matches (excluding Bengal matches)
Cigars
Benzene (including benzole), toluene and xylenes
Hides and skins, tanned
Gloves
Fur shells and fur bodies
Textiles, including yarns and textile articles, not being carpets, rugs, nets, or netting of uniform square or diamond shaped mesh knotted at each corner or yarns or twines of true hemp (canabis sativa)
Rubber footwear
Flat glass 3 mm. nominal thickness and less
Enamelled hollow-ware
Cutlery being knives (other than machine knives and surgeon's knives), sharpening steels, spoons and forks, scissors and shears, and long-handled razors
Typewriters and parts
Transistorized radio and television receivers
Electronic valves and tubes, and semi-conductors, and parts thereof
Motor bicycles, motor scooters, mopeds and pedal bicycles; parts, components and accessories therefor (excluding chains)
Aircraft of an all up weight over 4,500 lb.
Watches of a value not exceeding 30s. c.i.f. each and watch movements of a value not exceeding 25s. c.i.f. each (other than stop watches)
Watch parts (other than watch glasses and cases)
Clocks and parts thereof (other than electric clocks; clock glasses, including those of synthetic materials; clock cases or parts thereof which, at the time of importation, do not enclose a clock movement)
Sporting ammunition
Toys and games (other than plastic toys and playing cards)
Glass Christmas tree ornaments
Goods as defined in the First Schedule of the United Kingdom Open General Import Licence: Radioactive substances, feathers of birds and articles wholly or partly of feathers, arms and ammunition

ANNEX B

Hungarian goods for import into the United Kingdom during the 12 months ending January 26, 1966

Item No.	Description		Value £'000 c.i.f. unless otherwise stated
1	Cotton piece-goods		250
2	Worsted and woollen piece-goods and made-up articles of wool, excluding apparel		50
3	Piece-goods wholly or mainly of man-made fibres (including those woven on woollen or worsted machinery)		180
4	Piece-goods and made-up goods of linen (excluding apparel):		
	Linen tea towels and tea towelling	sq. yds.	200,000 (a)
	Other		95
5	Stockings and socks		185
6	Knitwear (other than stockings and socks)		280
7 A	Men's, women's and children's textile garments, not elsewhere specified, excluding garments of lace or lace trimmed (of which not more than £175,000 for shirts)		320
7 B	Men's, women's and children's textile garments as specified in 7 A (excluding shirts) not made wholly or mainly of cotton		350
8	Man-made staple fibre and continuous filament		100
9	Petit point handbags, panels and motifs and embroidered manufactures, including folkwork, handicraft products and hand-painted canvas, but excluding those lace trimmed or containing lace		35
10	Miscellaneous textile manufactures not included elsewhere including blankets but excluding articles of lace or lace trimmed (of which not more than £10,000 for hat hoods and not more than £65,000 for cotton manufactures		220
11	Gloves (of which not more than £200,000 for leather and fabric gloves)		270
12	Fur bodies (other than of lambskin and sheepskin)		20
13	Rubber footwear		55
14	Enamelled hollow-ware		25
15	Domestic pottery, including porcelain and china, the following:		80
	Peasant pottery	40	
	Porcelainware	30	
	Household earthenware	10	
16	Toys and games		95
17	Sporting ammunition		25
18	Complete alarm clocks (other than electric) and spare parts		60
19	Electronic valves and tubes and semi-conductors (of which not more than £10,000 for semi-conductors)		150
20	Transistorized radio and television receivers		50
21	Motor bicycles, motor scooters and mopeds (i.e. all forms of motorized bicycles whether or not equipped with pedals by which they are capable of being propelled) and spare parts therefor (excluding chains)		20
22	Matches		80
23	Bacon	Tons	2,300 (b) (e)
24	Canned ham		105 (e)
25	Sausages and canned or fully cooked meat not elsewhere specified:		315 (e)
	Sausages	100	
	Poultry	55	
	Pigmeat	110	
	Other	50	
26	Butter	Tons	1,720 (b)
27	Cheese		70
28	Apple, blackcurrant and pear juices and syrups (of which not more than £10,000 for apple juice and syrup)		25
29	Fresh fruit, the following: cherries, currants, gooseberries, loganberries, plums, raspberries and strawberries	Tons	700 (c)
30	Fresh apples and pears	Tons	240 (c)
31	Fresh vegetables the following: asparagus, green beans, beetroot, broccoli and cauliflower, brussels sprouts, carrots, celery, cucumbers (other than gherkins), herbs, lettuce and endives, mushrooms, green peas, radishes, tomatoes, spinach and turnips	Tons	600 (c)
32	Onions and shallots (of which not more than 6,000 tons during the period August 1 to November 30)	Tons	13,800
33	Dried fruit and vegetables, the following:		400
	Dried fruit, being any of the fruit specified in item 29, and pears and apples	60	
	Dried vegetables, being onions, shallots, rhubarb or any of the vegetables specified in item 31	340	
34	Quick-frozen fruit, being any of the fruit specified in items 29 and 30	Tons	550 (c)
35	Quick-frozen vegetables, being onions, rhubarb or any of the vegetables specified in item 31, except tomatoes	Tons	100 (c)
36	Canned or bottled fruit, being any fruit specified in items 29 and 30 (of which not more than £60,000 for apples, pears, raspberries, strawberries, cherries and plums taken together and of that £60,000 not more than £40,000 for plums and not more than £10,000 for apples)		100
37	Canned or bottled vegetables, being onions, rhubarb, or any of the vegetables specified in item 31 except tomatoes		80
38	Pulp derived from fruit grown in Hungary being pulp of any of the fruit specified in items 29 and 30 (of which not more than 50 tons for raspberry, strawberry and apple taken together)	Tons	500

Item No.	Description	Value £'000 c.i.f. unless otherwise stated
39	Vegetables preserved by vinegar or acetic acid (including mixed pickles and chutney) containing beetroot, cauliflower or onions	30
40	Jams and jellies of fruit specified in items 29 and 30 (of which not more than 500 tons for strawberry, raspberry, black-currant and plum jams and jellies taken together) . Tons	1,500
41	Miscellaneous foodstuffs and other agricultural products not listed elsewhere	80 (d)
42	Chilled meat and offals, other than beef	p.m. (e)
43	Poultry	p.m. (e)
43	Game	p.m. (e)

Notes:
(a) Quota for the year ending December 31, 1965.
(b) Basic quota for the period April 1, 1965, to March 31, 1966, under the general arrangements for imports of this commodity. An additional 280 tons of butter may be supplied between April and November 1965.
(c) Imports are subject to compliance with United Kingdom Public Health and Plant Health Regulations.
(d) The United Kingdom authorities will, within the framework of their import policy, consider individually applications to import against this quota goods not specified elsewhere in this Annex.
(e) Imports are subject to compliance with the United Kingdom Public Health and/or Animal Health Regulations.

ANNEX C

United Kingdom goods for import into Hungary during the twelve months ending January 26, 1966

PART I

The Government of Hungary will give general facilities for the import of goods not mentioned in Part II of this list and will give facilities especially for the following types:

Pharmaceuticals, antibiotics and fine chemicals including vanillin
Resin raw materials (including phenol, phthalic anhydride, maleic anhydride and styrene monomer), synthetic resins (including styrene butadiene), moulding powders, semi-finished materials including materials in sheet or extruded form, and other plastic materials
Dyestuffs and auxiliary materials for the production of dyes; intermediates for the production of dyes; pigments; liquid gold
Various other chemicals, including photographic chemicals (including those packed for retail sale), photographic sensitized materials, tin oxide, synthetic rubber, benzoates, fatty alcohols, synthetic and natural waxes, pesticides, anti-knock compounds, additives, salicylic acid, nickel compounds, glue and gelatine, rubber compounding chemicals for natural and synthetic rubber, light magnesium carbonate and light magnesium oxide, textile auxiliaries, chlorinated diphenyls, varnishes, special surface coatings, printing inks, ceramic colours and ceramic transfers
Rubber manufactures including tyres and tubes, covered and uncovered rubber thread
Leather, leather cloth and table oil baize
Man-made fibres and yarns thereof
Veneers
Various papers, including plastic coated papers, and transparent cellulose film
Self-adhesive tapes for industrial use
Platinum and platinum group metals and silver brazing alloys
Spectrographically standardized substances
Mineral manufactures, including glass bulbs for electric valves, cathode ray tubes, electric lamps, china and ball clays, asbestos products, thermal insulation materials (85 per cent magnesia or asbestos or calcium silicate etc.), abrasive grains, cloths and papers, grinding wheels, refractories, crucibles, carbon products, graphite powder and graphite electrodes
Miscellaneous metal manufactures not elsewhere specified, including chains of all kinds, builder's hardware, cutting tools, handtools, bolts, nuts, rivets and screws, wedge wire and tubular steel furniture
Lacquer recording blanks
Telephone, telegraph equipment and communications apparatus
Electrical wires and cables
Electric light fittings
Radio and television equipment of all kinds not elsewhere specified
Commercial vehicles of all kinds, components and parts
Railway rolling stock and engineering equipment
Civil aircraft, aero engines and aircraft equipment
Engines for vehicles and marine and other internal combustion engines
Agricultural machinery and tractors
Machine tools
Office machinery and electronic data processing machinery
Complete factories and plant
Other machinery and equipment and spare parts, including brush-making machinery, food and packaging machinery, paper making and converting machinery, printing and bookbinding machinery, glass making and glass working machinery, leather working machinery, ship's equipment, textile machinery, construction equipment, cranes and other mechanical handling equipment, gas and chemical machinery, industrial boilers and boiler house plant, tobacco machinery, weighing and testing machinery, cable making machinery, commercial and industrial refrigerators and refrigerating equipment, kerbside petrol pumps, furnace plant and electrical machinery not elsewhere specified
Medical, surgical, ophthalmic and dental equipment and supplies
Scientific, industrial and measuring instruments, including engineers' gauges
Photographic and cinematographic equipment
Other electronic equipment not elsewhere specified
Portable power tools
Films, exposed
Iron and steel and non-ferrous metals, and semi-manufactures thereof

PART II

The following specific quotas are established:

Item No.	Description	Value £'000 f.o.b.
1	Thoroughbred horses and livestock (including pedigree pigs)	25
2	Miscellaneous food and agricultural products, including fish, cocoa powder, coffee extracts and essences, chocolate and sugar confectionery, cocoa butter, milk and other dairy products (including nisin), biscuits, quick-frozen fruits and vegetables, whisky, cod liver oil, essential oils, sauces, flavouring essences, food colours and aromatic materials, and pectin	70
3	Chemical products, the following:	70
	Medicines for retail sale	50
	Paints (for internal and external decoration, etc.), varnishes and artists' colours	20
4	Yarns excluding man-made fibre yarns, but including non-tarnishing metallic yarns of all kinds	25
5	Wool cloth	140
6	Cotton and man-made fibre piece-goods, including tyre fabrics, tapes and light webbings	50
7	Linen goods and lace manufactures	10
8	Metal consumer goods not elsewhere specified, including domestic hollow-ware, cutlery, pressure cookers, razors and razor blades, non-industrial liquid fuelled heating and cooking apparatus and sewing machines and parts	75
9	Miscellaneous equipment, the following:	75
	Radio and television sets, radiograms, sound producing equipment and parts thereof	70
	Magnetic recording tape or film	5
10	Motor cars, motorcycles and cycles, components and parts	60
11	Clothing and footwear, including furs and imitation furs	70
	Woven clothing and knitwear	50
	Furs (including imitation furs)	15
	Footwear of all types	5
12	Books, periodicals and music	80
13	Miscellaneous consumer goods not elsewhere specified, including clocks and watches, and components (£10,000), sports goods, toys, games, musical instruments, jewellery (including costume jewellery), perfumery, cosmetics, toilet preparations, gramophone records, linoleum and carpets, mechanical lighters, cigarettes and other tobacco manufactures, pens of all kinds, polishes, creams, dressing for footwear, furniture and floors, domestic electrical appliances and refrigerators and parts	150

Czechoslovakia and Hungary

THE CZECHOSLOVAK PRESS reports that a protocol on economic relations and the mutual exchange of goods between Czechoslovakia and Hungary covering the years 1966 to 1970 was signed in Prague on February 24.

Czechoslovakia will export to Hungary especially fuel, metallurgical material, low-tension current devices, tractors, cars, machine tools and equipment for light industry. Her principal imports from Hungary will include agricultural products, foodstuffs, electric appliances and radio technical products, railway carriages and agricultural machines and equipment.

No further details are available.

Inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2267), quoting reference CRE 5465G.

Czechoslovakia and East Germany

THE CZECHOSLOVAKIAN PRESS reports that a protocol on the exchange of goods and payments between Czechoslovakia and East Germany for 1965 was signed in Prague on January 25. The protocol provides for a 12 per cent increase in mutual trade.

Czechoslovakia will export to East Germany hard coal, coke, machine tools, cars and lorries, construction plant, malt, hops, chemicals, textile products and footwear, etc. East Germany will export to Czechoslovakia potash fertilizers, machine tools, mining and transport installations, printing machinery, passenger railway trucks, precision engineering and electrical engineering products, etc.

No further details are available.

Inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2267), quoting reference CRE 9669G.

(*Continued on next page*)

TRADE AND FINANCIAL ARRANGEMENTS, *continued*

Poland and Denmark

AN AGREEMENT between Poland and Denmark was reached in Warsaw on February 12, 1965, providing for an increase during 1965 in the exchange of certain goods set out in the quota lists attached to the long-term agreement of 1962 which is due to expire at the end of this year.

Polish exports to Denmark will be increased in respect of glassware and leather goods, and it has been agreed that Polish exporters should equip certain ships for which Poland has placed orders in Denmark. Other Polish exports include coal, iron and steel products, machinery and equipment, textiles, chemical and mineral oil products, china and footwear.

There will be increased Polish imports from Denmark of breeding cattle and hides. Other items include ships and equipment, fishmeal for fodder, grain and seeds, chemicals, pharmaceuticals and insulation material.

Negotiations on a further long-term agreement to replace the existing agreement are due to take place this year.

All inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 3463) quoting reference CRE 8028G.

Tunisia and United Arab Republic (Egypt)

THE TUNISIAN *Journal Officiel* of February 19 to 23, 1965 announced the renewal of the trade agreement between Tunisia and UAR and gave details of quotas for the year commencing January 1, 1965.

Egyptian exports to Tunisia will include crude oil, cotton fabrics and yarns, unrefined sulphur, chemicals and tyres and Tunisian exports to Egypt will include lead, semolina and flour, cast iron, seeds, paper pulp, wines and fertilizers.

Full details may be obtained from Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

Tunisia and West Germany

THE TUNISIAN *Journal Officiel* of March 2 to 5, 1965, announced the renewal for one year from January 1, 1965, of the trade agreement signed in 1960 between Tunisia and West Germany.

Quotas are unchanged from the previous year.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4.

Iraq and Mali

ON FEBRUARY 28, at the end of a six-day visit to Baghdad of a delegation led by the Malian Minister of Finance and Commerce, a Trade Agreement was signed between Iraq and Mali. According to the Agreement, the two countries will increase their efforts to expand trade with one another, and commodities mentioned in a communique issued after the signing of the Agreement include dates, date juice, cement, crude oil, oil products and textiles from Iraq, and fresh and canned fruits, peanuts, meat and hides from Mali.

INDUSTRIAL FILM CATALOGUE

A new (1964–65) *edition of the Central Office of Information industrial catalogue* Films for Industry *has been published. It contains* 793 *films and* 43 *filmstrips, which are available from the Central Film Library and its branch libraries in Scotland and Wales. The films and filmstrips listed – including* 182 *new films,* 112 *of them British – are intended for instruction and training and for the promotion of industrial productivity, health and safety. The films are selected with the help of an advisory panel on which both sides of industry are represented, in addition to some Government departments and sponsored bodies. The Board of Trade is a member of this panel.*

The catalogue is available from the Central Film Library, Government Building, Bromyard Avenue, London, W3. Price 4*s. post free.*

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Lindustries Limited

The 68th Annual General Meeting of Lindustries Limited was held on 18 March in London. The final dividend of 3 per cent. on the 6 per cent. Preferred Ordinary Stock and the final dividend of 11 per cent. (8 per cent.) on the Ordinary Stock, making 16 per cent. (12 per cent.) for the year ended 30 September, 1964, were approved.

	1964	1963	1962
Earnings*	£	£	£
Profit before taxation	1,573,243	1,023,161	678,090
Profit after tax attributable to Lindustries Limited	707,863	510,366	272,943
Earned for ordinary stockholders	633,751	436,254	198,831
Retained in the business	310,351	193,704	*—3,294*
Ordinary dividends *less* tax	323,400	242,550	202,125
Per £1 ordinary stock			
Earned	3s 10·1d	2s 7·7d	1s 2·5d
Dividends *less* tax	1s 11·5d	1s 5·6d	1s 2·7d
** Excluding exceptional profits*	*£50,464*	*£132,753*	*£84,136*
Assets			
Fixed assets and trade investments	4,871,190	5,002,486	4,678,606
Net current assets	8,282,019	5,679,099	4,651,993
	13,153,209	10,681,585	9,330,599
Less Debenture stock	2,000,000	—	—
Net assets	£11,153,209	£10,681,585	£9,330,599
Asset value of equity	8,716,844	8,222,121	6,834,046
Asset value of £1 ordinary stock	52s 10d	49s 10d	41s 5d

Summary from Statement by Mr. W. E. Luke, *Chairman*

★ The profit shows a 50% increase for the second year in succession.

★ More than half of the profits were earned by the Engineering Division which provides justification for the policy of diversification.

★ It is the intention to broaden the base of the Company's earnings by further diversification.

★ Prospects for the current year are for a modest increase in profits.

The Extraordinary General Meeting also held on 18 March approved the division of the company's £1 ordinary stock units into shares of 5s. each and the increase of £1.5 million in the authorised capital.

Information for exporters

Brief details are given below of overseas inquiries for British products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin'.

The Bulletin, published daily, is available to manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H35, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Calls for tender

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 404 and 406). Please quote reference numbers in all inquiries. The date given is the closing date, and refers to the current year unless otherwise indicated.

*Tender documents are available on loan in those cases marked with an asterisk.**

ARGENTINA

Pipeline Construction for State Gas Board. (Advance Information.) Closing date not known. Tender documents now available. E.S.B. 7470/65.

AUSTRALIA

Approach Lights for Department of Civil Aviation, Melbourne. April 13. E.S.B. 9028/65.*
Radio Receiver Parts for G.P.O. April 20. E.S.B. 9433/65.*
Transformers for Brisbane City Council. April 9. E.S.B. 9062/65.*
Wave Traps for Electricity Commission of New South Wales. April 27. E.S.B. 9287/65.*

BELGIUM

Webbing Equipment for Ministry of National Defence. April 29. E.S.B. 9285/65.*

BURMA

Burma Railways Board:
Locomotive Parts and Fittings. April 19. E.S.B. 9083/65.
Rivets. April 7. E.S.B. 9082/65.*
People's Stores Corporation:
Lamps. April 7. E.S.B. 9077/65.*
Steel Casing. April 9. E.S.B. 9086/65.*
Fire-fighting Trucks and Pumps. April 19. E.S.B. 9223/65.*
Saws. April 12. E.S.B. 9078/65.*
Rescue Vehicles. April 15. E.S.B. 9097/65.*
Copper Pipes. April 19. E.S.B. 9222/65.*
M.S. Round Bars. April 19. E.S.B. 9226/65.*
Wire. April 19. E.S.B. 9227/65.*
Steel Tank. April 19. E.S.B. 9228/65.*
Pillar Taps. April 19. E.S.B. 9229/65.*
M.S. Plates and Angles. April 9. E.S.B. 9231/65.*
M.S. Angles. April 9. E.S.B. 9230/65.*
M.S. Rivets, Bolts, Washers. April 19. E.S.B. 9232/65.*
Trailer. April 7. E.S.B. 9096/65.*

CANADA

Buses for Montreal Transportation Commission. April 20. E.S.B. 26412/64.

CEYLON

Alternators for Ministry of Posts and Telecommunications. April 27. E.S.B. 9300/65.
Glass Jars for Marketing Department. May 26. E.S.B. 9298/65.
Pasteurized Milk for Milk Board. April 23. E.S.B. 9416/65.
Steel for Ministry of Finance. May 11. E.S.B. 9415/65.
Troughing, Covers, Casing, etc., for Department of Government Electrical Undertakings. May 4. E.S.B. 9294/65.
Weighbridges, etc., for Ministry of Agriculture, Food and Fisheries. May 5. E.S.B. 9289/65.
Ministry of Land, Irrigation and Power:
Insulators. May 4. E.S.B. 9292/65.
Fluorescent Fittings. May 4. E.S.B. 9293/65.
Ministry of Health:
Condensed Milk, etc. June 1. E.S.B. 9295/65.
Insulin Zinc Suspension, etc. June 8. E.S.B. 9296/65.
Pharmaceuticals. May 25. E.S.B. 9074/65.*
Vehicles. April 27. E.S.B. 9075/65.*

COLOMBIA

Airport Lighting Equipment for La Empresa Colombiana de Aerodromos. May 7. (In Spanish.) E.S.B. 9286/65.*

COSTA RICA

Steel Towers for Instituto Costarricense de Electricidad. (Advance Information.) Closing date not known. E.S.B. 9463/65.*

ETHIOPIA

Medical Supplies for Central Medical Stores Corporation. April 22. E.S.B. 9291/65.*
Pipes; Chemicals; Valves, etc., for Water Supply Administration, Addis Ababa. April 10. E.S.B. 9029/65.*

FORMOSA

Central Trust of China:
Electrical Equipment. April 10. E.S.B. 9476/65.*
Valves. April 15. E.S.B. 9478/65.*
Lead Sheet and Pipes. April 16. E.S.B. 9473/65.*
Welding and Cutting Equipment. April 8. E.S.B. 9479/65.*
Flow Recording Integrator. April 9. E.S.B. 9016/65.*
Pipe; Mine Hoist. April 10. E.S.B. 9017/65.*
Graphite Plates. April 8. E.S.B. 9018/65.*
Steel Tubes. April 7. E.S.B. 9019/65.*
Dyestuffs. (Further Information.) E.S.B. 1799/65.*
Gas Chromatography Attachments. April 15. E.S.B. 9474/65.*
Sodium Silicate. April 20. E.S.B. 9475/65.*
Transceivers. April 16. E.S.B. 9477/65.*
Multiple Reflection Crystal. April 14. E.S.B. 9020/65.*
Vibratory Feeder and Bin. April 9. E.S.B. 9022/65.*

FRANCE

Motor Cars for Headquarters, Allied Forces, Central Europe. April 20. E.S.B. 9472/65.*

GERMANY

Ice Breaker for Wasserstrassen-Maschinenamt-Rendsburg. June 3. E.S.B. 9219/65.

GREECE

Ministry of Trade:
Aircraft Landing Equipment. April 13. E.S.B. 9488/65.*
Paper. April 19. E.S.B. 9242/65.*

HONG KONG

Cleaning Utensils for Stores Department. April 9. E.S.B. 9250/65.*

INDIA

Communication Equipment for Mysore State Electricity Board. (Further Information.) Tender documents now available. E.S.B. 8230/65.*
Compounded Steel Tape for Hindustan Cables Limited. April 19. E.S.B. 9052/65.
Copper Plates for Southern Railway. April 19. E.S.B. 9060/65.
Crane for Kerala Public Works Department. May 3. E.S.B. 9037/65.
Loaders for Singareni Collieries Company Ltd. April 15. E.S.B. 9064/65.
Oil Circuit Reclosures for Rajasthani State Electricity Board. April 22. E.S.B. 9209/65.
Radio Relay System for Western Railway, Bombay. (Further Information.) Tender documents now available. E.S.B. 7617/65.*
Resistors and Capacitors for Hindustan Aeronautics Ltd. (Further Information.) Tender documents now available. E.S.B. 8237/65.*
Rolling Stock Tyres for Ministry of Railways (Railway Board). April 28. E.S.B. 9210/65.*
Telephone Equipment for Punjab State Electricity Board. June 4. E.S.B. 9208/65.
Transformers for Madhya Pradesh Electricity Board. April 20. E.S.B. 9240/65.
Hindustan Shipyard Ltd.:
Ventilation. May 17. E.S.B. 9206/65.
Refrigerating Plant. May 24. E.S.B. 9207/65.
Beas Purchase Organization:
Rock Bolting Machines. April 26. E.S.B. 9211/65.*
Spot Welder. April 8. E.S.B. 9100/65.
Atomic Energy Establishment:
Aluminium Plates. April 19. E.S.B. 8578/65.*
Hoists. (Further Information.) Tender documents now available. E.S.B. 8585/65.*
Director-General of Supplies and Disposals:
Creosote Oil. April 20. E.S.B. 9408/65.
G.S. Wire. April 15. E.S.B. 9215/65.*
Microboring Head. April 22. E.S.B. 8877/65.*
Testing Machine. April 29. E.S.B. 9498/65.*
Trivector Meters. April 29. E.S.B. 9497/65.*
Indian Telephone Industries Ltd.:
Cable. April 26. E.S.B. 9494/65.
Capacitor Tissue Paper. May 10. E.S.B. 9202/65.
Moulding Powder. (Further Information.) Tender documents now available. E.S.B. 4315/65.*
Steel Specials. (Further Information.) Tender documents now available. E.S.B. 7376/65.*

IRAN

Mining Equipment for Iran Mining and Smelting Co. Closing date not known. E.S.B. 9434/65.*

No. 1 of a series

Issued for the information of Exporters who would soon feel the benefit of entrusting their packing and transportation to one of the most experienced organisations in the business

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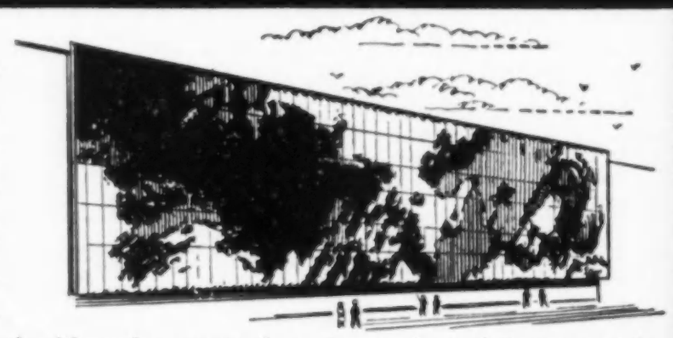

The world's largest mural, 200 ft. x 50 ft., painted by Stefan Knapp on glass fused to steel, weighing 52 tons and consisting of 280 panels each 8 ft. x 4 ft., had to be packed in England and delivered to a department store in Paramus, New Jersey, U.S.A. It was housed in specially reinforced and padded cases, shipped by ss *Maronia* and delivered to the store by road. It took a crew of six men about one month to hang the mural on the exterior wall of the store, as compared with only seven days to pack and transport it. An individual operation certainly, but the same meticulous care is given to all the recurrent exports which are handled by the Export Packing Division of Lloyd's Packing Warehouses Group of Companies.

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Ministry of P.T.T.:
Transmitter Valves. April 24. E.S.B. 9246/65.*
Line Measuring Instruments. April 29. E.S.B. 9256/65.*

IRAQ

Cables and Accessories for National Electricity Administration. (Further Information.) Tender documents now available. E.S.B. 8550/65.*
Electroencephalograph for General Drugs and Chemicals Imports and Distribution Co., Baghdad. May 6. E.S.B. 9411/65.
Glass Jars for Government Purchasing Board, Baghdad. Closing date not known. E.S.B. 9437/65.*
Porcelain China-Iron Equipment for Ministry of Health. (Further Information.) Tender documents now available. E.S.B. 8835/65.*
Steel Towers for Ministry of Finance. (Further Information.) Tender documents now available. E.S.B. 8240/65.*
Government of Oil Refineries:
Tinplate. April 20. E.S.B. 9410/65.
Wire. April 13. E.S.B. 9205/65.
Ministry of Municipal and Rural Affairs:
Electrical Sets. (Further Information.) Tender documents now available. E.S.B. 8552/65.*
Water Supply Scheme. (Further Information.) Tender documents now available. E.S.B. 7647/65.*
Ministry of Defence:
Camera Vacuum Back. (Further Information.) Tender documents now available. E.S.B. 7655/65.*
Generating Sets. (Further Information.) Tender documents now available. E.S.B. 8239/65.*
Water System and Sewage Treatment System. April 25. E.S.B. 9409/65.

JORDAN

Electric Motors for Jordan Petroleum Refinery Co. Ltd. April 15. E.S.B. 9213/65.
Jordan Cement Factories Co. Ltd.:
Machinery Spare Parts. April 19. E.S.B. 9214/65.*
Thermo Elements. April 19. E.S.B. 9235/65.*
Machine Tools. April 19. E.S.B. 9220/65.*
Chain-Ends and Bucket Clips. April 19. E.S.B. 9234/65.*
Diesel Excavators. April 28. E.S.B. 9237/65.*
Conveying Troughs. April 19. E.S.B. 9216/65.
Machine and Kiln Spares. April 19. E.S.B. 9217/65.*
Fire Bricks and Mortar. April 28. E.S.B. 9236/65.*

KOREA

Telecommunication Equipment for Government of Korea. April 14. E.S.B. 9070/65.*

LEBANON

Airport Construction for Ministry of National Defence. (Pre-qualification.) Apply by April 20. E.S.B. 9247/65.

MALAYSIA

Electrical Equipment for Sabah Electricity Board. April 15. E.S.B. 9445/65.*
Public Utilities Board, Singapore:
Pipe Fittings. April 27. E.S.B. 9492/65.
Hotplates. (Further Information.) Tender documents now available. E.S.B. 9245/65.*
Public Works Department:
Gas Compressor. April 13. E.S.B. 9604/65.
PVC Pipe-work. April 13. E.S.B. 9605/65.
Telecommunications Department:
Radio Equipment. April 30. E.S.B. 9603/65.
Radio Receiving Equipment. (Further Information.) Tender documents now available. E.S.B. 8276/65.*
Radio Transmitting Equipment. (Further Information.) Tender documents now available. E.S.B. 8275/65.*

MOZAMBIQUE

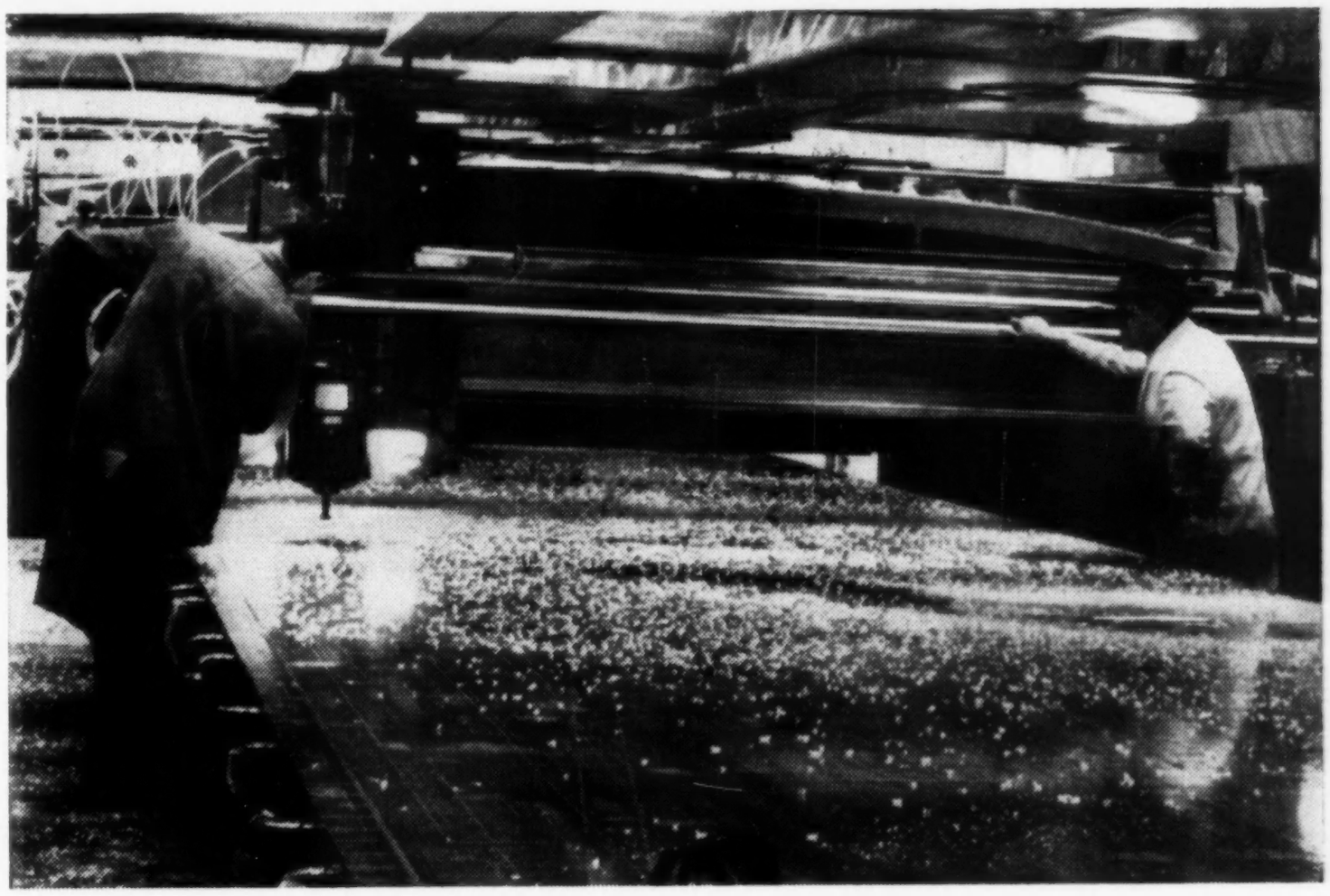
Aircraft Spares for D.E.T.A. Railways. April 12. E.S.B. 8885/65.
Galvanized Piping and Accessories for Lourenço Marques Municipality. April 9. E.S.B. 8893/65.
Ports, Railways and Transport Department:
Minicars and Miscellaneous Equipment. Closing dates up to April 28. E.S.B. 8884/65.
Railway Materials. June 30. E.S.B. 9041/65.

NEW ZEALAND

Bridge Construction for Ministry of Works. (Pre-qualification.) Closing date not known. E.S.B. 9406/65.*
Distribution Switchgear for Dunedin City Corporation Electricity Department. May 10. E.S.B. 9469/65.*
New Zealand Electricity Department:
Circuit Breakers. May 18. E.S.B. 9201/65.*
Transformer. May 11. E.S.B. 9090/65.*
General Post Office, Wellington:
Khaki Drill. April 20. E.S.B. 9088/65.*
Synthesizer. April 23. E.S.B. 9089/65.*
Thread. April 13. E.S.B. 9065/65.*

PAKISTAN

Fire-fighting Pumps for East Pakistan Industrial Development Corporation: April 20. E.S.B. 9268/65.*
Signalling and Testing Equipment for Railway Board, Government of West Pakistan. April 15. E.S.B. 9053/65.*
Radio Network for Pakistan Telegraph and Telephone Department. April 19. E.S.B. 8867/65.*



Fablon clear self-adhesive plastic film is being used for the first time to protect expensive metal in much of Britain's aircraft industry. One of the country's major users and pioneers in the development of the material for this use is the De Havilland Division of Hawker Siddeley Aviation Ltd., makers of the Trident. The material is also being used to protect the Anglo-French Concord, the BAC III and the VC 10 during stages of production. Here a router is cutting through the Fablon covered skin. The material does not churn and protects the aluminium from scratching which could be caused by the thousands of pieces of flying swarf.

Signalling Equipment for East Pakistan Railway Board. May 18. E.S.B. 9257/65.*
Director of Supply:
Diesel Engines. April 20. E.S.B. 9402/65.*
Diesel Engine. April 8. E.S.B. 9272/65.*
Clay Washing Plant. Closing date postponed to April 29. E.S.B. 529/65.*
Glass Ampoules. April 7. E.S.B. 9271/65.*

RHODESIA

Sports Equipment for Ministry of Supply, Salisbury. April 8. E.S.B. 9423/65.*

SAUDI ARABIA

Radiosonde Equipment for Department of Civil Aviation. April 16. E.S.B. 9601/65.

SOUTH AFRICA

Guillotines for Cape Provincial Tender Board. April 9. E.S.B. 9455/65.*
Models and Charts for Tender Advisory Board. April 14. E.S.B. 9043/65.*
South West Africa Administration:
Pumps. April 7. E.S.B. 9452/65.*
Water Meters. April 7. E.S.B. 9450/65.*
Barbed Wire. April 7. E.S.B. 9451/65.*
South African Railways:
Continuous Casting Plant. April 30. E.S.B. 9442/65.*
Electrical Equipment. April 30. E.S.B. 9030/65.
Wheel Sets. April 9. E.S.B. 9032/65.
Diesel Locomotives. June 4. E.S.B. 9008/65.
Rolling Stock. August 27. E.S.B. 9012/65.
Telecommunications Equipment. April 30. E.S.B. 9031/65.
State Tender Board, Pretoria:
Dehumidifying Unit. April 7. E.S.B. 9617/65.*
Clinical Tables. April 7. E.S.B. 9618/65.*
Pharmaceuticals. April 8. E.S.B. 9073/65.*
Vacuum Brake Equipment. April 8. E.S.B. 9623/65.*
Surgical Instruments. April 12. E.S.B. 9620/65.*
Bottles. April 13. E.S.B. 9621/65.*
Insulators. April 8. E.S.B. 9633/65.*
Surgical Instruments. April 14. E.S.B. 9622/65.*

SPAIN

Ministerio del Aire:
Airfield; Parking Runway. May 5 and May 10. E.S.B. 9276/65.
Runway Construction. May 19. E.S.B. 9441/65.
Ministry of Public Works:
Contractors' Plant; Garage Equipment. (Advance Information.) Closing date to be announced later. E.S.B. 9249/65.
Constructional Work. April 19. E.S.B. 9440/65.
Irrigation Project; Construction of Warehouses. (1) May 3, (2) April 5 and 7. E.S.B. 8543/65.

SUDAN

Fertilizer; Chemical for Sudan Gezira Board. April 5. E.S.B. 9464/65.*
Sudan Railways:
Chain Testing Machine. April 20. E.S.B. 9048/65.*
Drilling Machines. April 7. E.S.B. 9007/65.*
Permanent Way Materials. April 21. E.S.B. 9045/65.*
Rails. April 21. E.S.B. 9046/65.*
L.T. Switchboard. April 8. E.S.B. 9047/65.*

TANZANIA

Road Construction for Ministry of Communications and Works. (Advance Information.) Apply by April 10. E.S.B. 9221/65.

THAILAND

Switchgear for Metropolitan Electricity Authority. April 9. E.S.B. 9274/65.*

TURKEY

Turkish Maritime Bank:
Plant Pigment. April 7. E.S.B. 9212/65.*
Timber. April 8. E.S.B. 9233/65.*

UNITED STATES OF AMERICA

Switchgear for United States Army Corps of Engineers. April 15. E.S.B. 8857/65.*
United States Bureau of Reclamation:
Switches. April 8. E.S.B. 9417/65.*
Telemetering Equipment. April 8. E.S.B. 9243/65.*

VENEZUELA

Incineration Plants for Gobernacion del Distrito Federal. (Further Information.) Tender documents now available. E.S.B. 5268/65.*

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Agency and export opportunities, market surveys, etc.

Further details of the items referred to below can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (City 5757, Ext. 427). Please quote reference numbers in all inquiries.

The Bulletin, published daily, is available to manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H35, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Australia
Agency inquiry for clothing. (E.S.B. 8673/65.)
Inquiry for millinery. (E.S.B. 8017/65.)
Inquiry for office machinery and equipment. (E.S.B. 8479/65.)
Inquiry for machinery and equipment for the Agricultural and Timber Industries. (E.S.B. 6919/65.)
Inquiry for copper sulphate. (E.S.B. 4648/65.)
Inquiry for art metalware; hearth furniture; giftware; interior decorations; pottery. (E.S.B. 8659/65.)
Inquiry for caravan parts, fittings and furnishings etc. (E.S.B. 4737/65.)
Inquiry for general hardware. (E.S.B. 7767/65.)
Inquiry for gift lines; hardware; novelty goods. (E.S.B. 8485/65.)
Inquiry for office machinery and equipment. (E.S.B. 9125/65.)
Melbourne International Trade Fair, 1966. (G.D. 2194/G.)

Austria
Agency inquiry for pumps. (E.S.B. 7233/65.)
Agency inquiry for contractors' plant and earth moving equipment; stone crushing machines and equipment. (E.S.B. 7433/65.)
Agency inquiry for interior decoration fittings and accessories. (E.S.B. 7470/65.)

Belgium
Agency inquiry for supplies for the chemical, plastics, paper, rubber and textile industries. (E.S.B. 6424/65.)

Benelux/Bulgaria
Trade Agreement. (C.R.E. 1468/G.)

Canada
Inquiry for electronic components. (E.S.B. 7598/65.)
Inquiry for pellet mills and pellet mill dies. (E.S.B. 7265/65.)
Inquiry for air and marine electronic equipment. (E.S.B. 6781/65.)
Inquiry for handling and processing plant and equipment. (E.S.B. 7513/65.)
Inquiry for laboratory equipment. (E.S.B. 7597/65.)
Inquiry for helical screw conveyors. (E.S.B. 3679/65.)

Chile
Agency inquiry for industrial chemicals; plastics raw materials; plasticides etc. (E.S.B. 7706/65.)
Inquiry for industrial plant and equipment. (E.S.B. 8147/65.)

Colombia
Collaboration – steel rolling mill. (E.S.B. 7453/65.)

Costa Rica
Inquiry for highway construction equipment. (E.S.B. 8638/65.)

Czechoslovakia/Turkey
Trade Agreement. (C.R.E. 7652/G.)

Egypt
Inquiry for bottle-filling machines. (E.S.B. 7702/65.)

Fiji
Agency inquiry for biscuits; canned fish; haberdashery; shirts; underwear; wool. (E.S.B. 2446/65.)

Finland
Inquiry for dress fabrics of all types. (E.S.B. 7454/65.)

France
Agency inquiry for joints for welding; solid drawn tubes. (E.S.B. 7483/65.)
Inquiry for reproduction furniture. (E.S.B. 5045/65.)
Inquiry for materials for making men's ties. (E.S.B. 7461/65.)
Inquiry for horticultural and garden products. (E.S.B. 7742/65.)

France/East Germany
Trade Agreement. (C.R.E. 4033/G.)

Gambia
Inquiry for candles. (E.S.B. 8021/65.)

Germany, Federal Republic of
Agency inquiry for upholstered furniture. (E.S.B. 7831/65.)
Inquiry for compressed-asbestos high pressure sheets. (E.S.B. 7232/65.)
Inquiry for chamois leather. (E.S.B. 7278/65.)
Inquiry for reproduction furniture. (E.S.B. 7861/65.)

Israel
Agency inquiry for cod fillets; grocery lines. (E.S.B. 7758/65.)
Agency inquiry for electronic instrumentations and controls. (E.S.B. 7726/65.)
Agency inquiry for domestic electrical appliances. (E.S.B. 7105/65.)
Agency inquiry for domestic electrical appliances; household glassware and chinaware. (E.S.B. 7445/65.)
Inquiry for ferrous and non-ferrous metals; textiles. (E.S.B. 7539/65.)
Inquiry for hospital equipment; medical appliances; surgical instruments. (E.S.B. 7566/65.)
Inquiry for beverages; chinaware and glassware; grocery lines. (E.S.B. 7275/65.)
Inquiry for groceries; tartaric acid crystals. (E.S.B. 7717/65.)
Manufacture under licence – electrical domestic appliances. (E.S.B. 7294/65.)

Italy
Selling in the Italian market.
British week in Milan – further prospects for British goods (E.S.B. 6079/65.)

Italy/Poland
Trade Agreement. (C.R.E. 1902/G.)

Ivory Coast
Inquiry for marine hardware. (E.S.B. 6373/65.)

Jamaica
Inquiry for handkerchiefs. (E.S.B. 7442/65.)

Lebanon
Agency inquiry for outerwear; textiles. (E.S.B. 7832/65.)

Macao
Agency inquiry for bathroom and lavatory equipment. (E.S.B. 610/65.)

Malaysia
Inquiry for clothing; soft furnishings; haberdashery lines and novelties; handbags; millinery; rugs. (E.S.B. 8120/65.)

Morocco/Greece
Trade Agreement. (C.R.E. 9294/G.)

Netherland
Agency inquiry for furniture. (E.S.B. 7420/65.)
Inquiry for athletic chinning bars. (E.S.B. 7862/65.)
Inquiry for mechanical engineering equipment. (E.S.B. 6872/65.)

Pakistan
Inquiry for locks. (E.S.B. 8478/65.)

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers. A brochure describing the library's services more fully is available on request.*

The library opens from 9 to 5.30, Mondays to Fridays. (Tel. City 5757, Ext. 368, or Telex No. 25977.)

Philippines Republic
Agency inquiry for electrical equipment. (E.S.B. 7529/65.)

Poland/Denmark
Trade Agreement. (C.R.E. 8028/G.)

Portugal
Agency inquiry for tapes. (E.S.B. 7799/65.)
Agency inquiry for foundry equipment. (E.S.B. 7784/65.)

Rhodesia
Agency inquiry for children's outerwear; knitted dress fabrics; towels. (E.S.B. 7297/65.)

Sierra Leone
Inquiry for machinery and raw materials for the paper products industry. (E.S.B. 21531/64.)

South Africa
Agency inquiry for furnishings. (E.S.B. 7277/65.)
Agency inquiry for chemicals and oils. (E.S.B. 7250/65.)

Switzerland
Agency inquiry for engineers' small tools. (E.S.B. 7485/65.)
Agency inquiry for jersey knit fabrics. (E.S.B. 7490/65.)

Thailand
Inquiry for drawing machines; steel ship chain and wire rope making machines. (E.S.B. 7582/65.)
Inquiry for silverware or silver plate. (E.S.B. 7498/65.)

Trinidad
Inquiry for refrigerators. (E.S.B. 6417/65.)

Turkey/Finland
Trade Agreement. (C.R.E. 3198/G.)

United States of America
Inquiry for dental surgical, orthodontal and chirurgical instruments. (E.S.B. 7573/65.)
Inquiry for printing and packaging products. (E.S.B. 8302/65.)
Inquiry for packaging material; seat shock absorption systems. (E.S.B. 7525/65.)
Inquiry for plant and equipment for the production of chemicals; biological and pharmaceuticals. (E.S.B. 7464/65.)

Windward Islands
Inquiry for cranes; steel pipes; stone crushers; weigh bridges. (E.S.B. 8419/65.)

Yugoslavia
Agency inquiry for auxiliary equipment for ships. (E.S.B. 7163/65.)

Zambia
Inquiry for agricultural machinery, equipment and supplies; fertilizers; pesticides; veterinary products. (E.S.B. 3360/65.)

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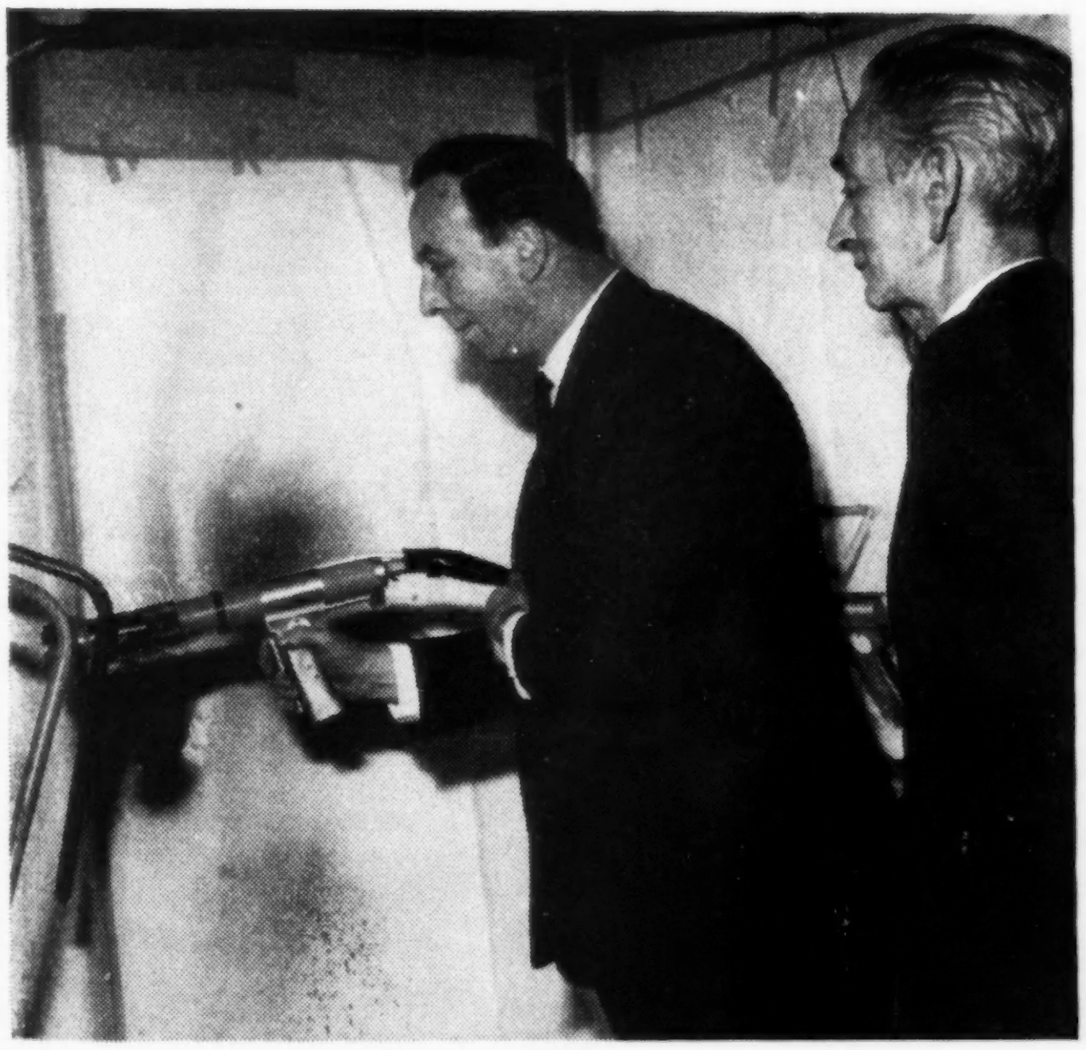
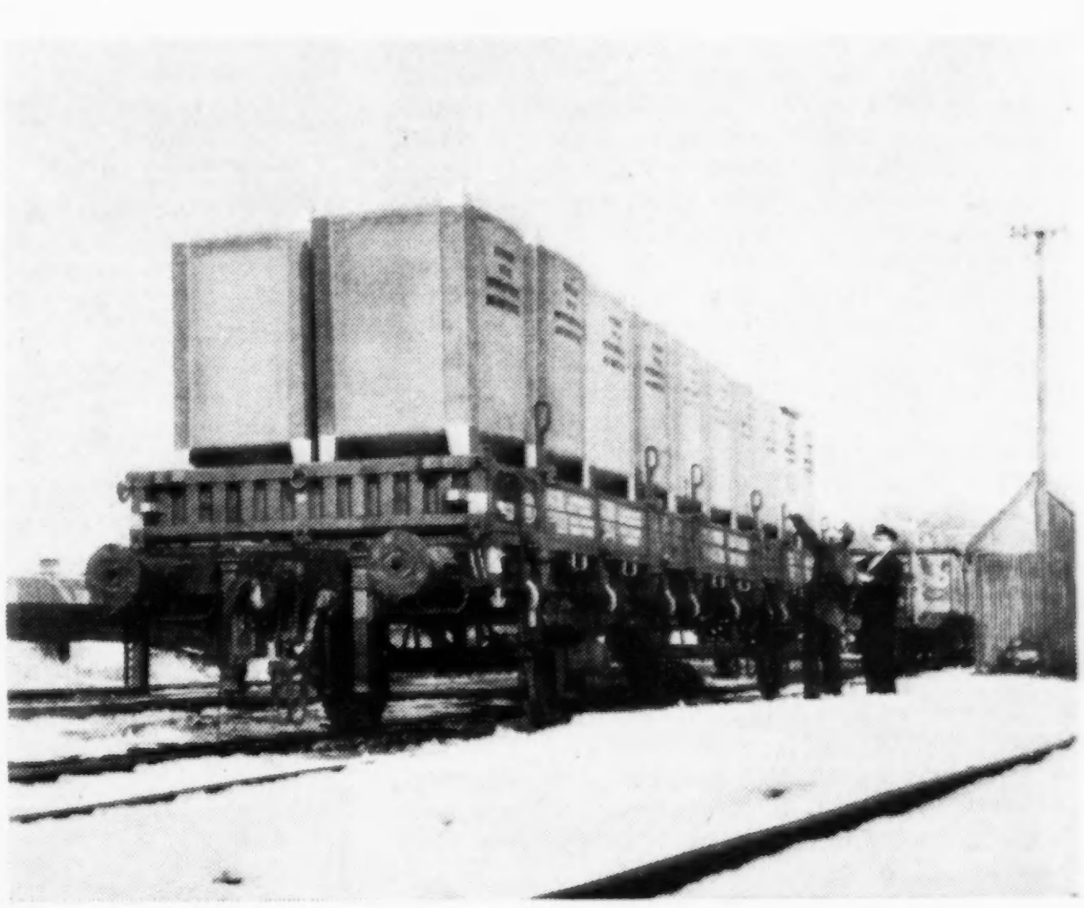
Export Activity

Alhaji M. D. Mustapha (centre), deputy chief executive of the Broadcasting Company of Northern Nigeria, recently visited the Hayes laboratories of EMI Electronics Ltd. Northern Nigeria's television studios are said to be completely equipped with EMI equipment. Picture shows Alhaji Mustapha inspecting an EMI image orthicon camera with (left to right) Mr. W. E. Harvey, Mr. H. W. Comfort, Mr. G. A. Byers and Mr. J. D. Tucker of EMI Electronics Ltd.

Professor Sergio Telles Ribeiro and electrical engineering students from the Instituto Technologico de Aeronautica, Ministerio da Aeronautica, Sao Jose dos Compos, Sao Paulo, Brazil, are greeted by Wing Commander G. Stroud, general manager of Airfield Lighting Division of Atlas Lighting Ltd. The visit was arranged in co-operation with the Institute of Directors and was recommended by the British Embassy, Rio de Janeiro, Brazil.



Mr. Maurice Foley, Joint Parliamentary Under-Secretary of State to the Department of Economic Affairs (left), testing the new Hursant Penetrator Gun, claimed to be a new advance in electrostatic paint spraying. Mr. Neil Wallis, managing director of Hursant Electronics, seen with Mr. Foley, explained to him the many applications of the gun. Mr. Foley was particularly interested to learn that nearly 90 per cent of the company's output was exported.



A contract for the supply of 130 Bulkbins – intermediate bulk containers manufactured by an associate company of BTR Industries – BTR Reinforced Plastics Ltd. – has recently been negotiated with the Englebert Tyre Company Ltd. of Belgium. They will be installed at the newly commissioned Englebert factory in Liege, as a materials-handling system for carbon black. The BTR Bulkbin is an airtight, glass fibre reinforced plastic, resin-lined container which provides protection from contamination, and is completely weatherproof. Bulkbins can be shipped in any type of conveyance, and stored outdoors – thus freeing under-cover floor space. Handling and unloading of materials by this method permits automatic distribution, and an uninterrupted operation of processing machines.

Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses is published on pages i-viii of the Board of Trade Journal *of February* 19. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional offices of the Board of Trade (see page viii of February* 19 *issue) or the Export Services Branch, Hillgate House,* 35 *Old Bailey, London, E.C.*4. *(Tel. City* 5757).

Pametrada officials' export tours

Captain N. J. H. d'Arcy, the Director of Pametrada, together with his deputy director (Design), Mr. A. F. Veitch, and Mr. I. K. Mott, projects manager, left London on March 14 to visit major shipbuilding and shipping companies in Japan. The object of this visit is to sell either British manufactured marine steam turbines to Japan or to engage a shipbuilding firm in a licensing agreement for Pametrada machinery.

A similar mission, headed by Mr. E. A. Bridle, chief projects engineer, left on the same date with the same object to Germany.

Pametrada is the commercial design organization formed by leading builders of marine steam turbine machinery in the United Kingdom. Recently the organization announced the development of a new marine reduction gear.

Round-the-world export tour

Mr. L. Saunders, sales manager of Pearson, Page Jewsbury Co. Ltd., Birmingham, manufacturers of 'Peerage' brass, copper and pewter ware, will be leaving this country on March 28, on an eight-week round-the-world export building tour which will take him to South Africa, Australia, New Zealand, Japan, Honolulu and a final three to four week period in the United States and Canada. In all he will cover more than 50,000 miles. 'Peerage' already export 50 per cent of overall production to more than 60 countries.

Mr. Saunders will be consolidating the company's hold in world markets and opening up new opportunities by visiting existing agents and appointing new ones, making personal contact with important customers and in Japan will see department store groups to prepare the ground for the British Exhibition in Tokyo from September 17 to October 3.

Mobile export exhibition's first tour

Mr. C. B. Morrison, chief executive of Display and Engineering Services Ltd., London, S.W.1, is leaving shortly for Holland, Belgium and West Germany to complete arrangements for their forthcoming export promotion tour by means of a mobile exhibition.

The first tour carrying electrical and electronic equipment starts at the end of April and will last almost two months, the idea being to take products displayed directly to the more important user in each of the countries concerned, obtaining actual orders wherever possible.

The intention is to build up this new service to exporters so that a number of such tours, each carrying a specific category of goods, will run simultaneously in both Western and Eastern Europe, and eventually in the United States, Mr. Geoffrey Hirst, M.P., a director of the company, said this week that they aim to expand the field of medium exporters.

Investigating Middle East markets

Maurice F. Murray, export director of Johnsons of Hendon Limited, returned to this country recently from a business tour of Eastern markets. Mr. Murray's first call was Egypt, and he subsequently visited Saudi Arabia, Aden, Ethiopia and Algeria. These markets, says Mr. Murray, would seem to offer good markets for British products within the next few years. The aim of Mr. Murray's tour was to establish early contact in the smaller emerging countries as well as to review Johnsons' already organized interests in Egypt.

Selling 'invisible' thread

Mr. William H. C. Skipp, managing director of William Skipp (London) Ltd., will be visiting Australia and New Zealand early in April. Mr. Skipp will be seeking distributors and agents for a number of important British made lines including nylon monofil 'invisible' thread. He will make personal contact with important buyers.

The major purpose of Mr. Skipp's visit is to secure selling outlets for the £500,000 of 'invisible' yarn which his company has contracted to buy from Kreintex Invisible Thread Co. to sell in Australia and New Zealand.

Tour of ten African countries

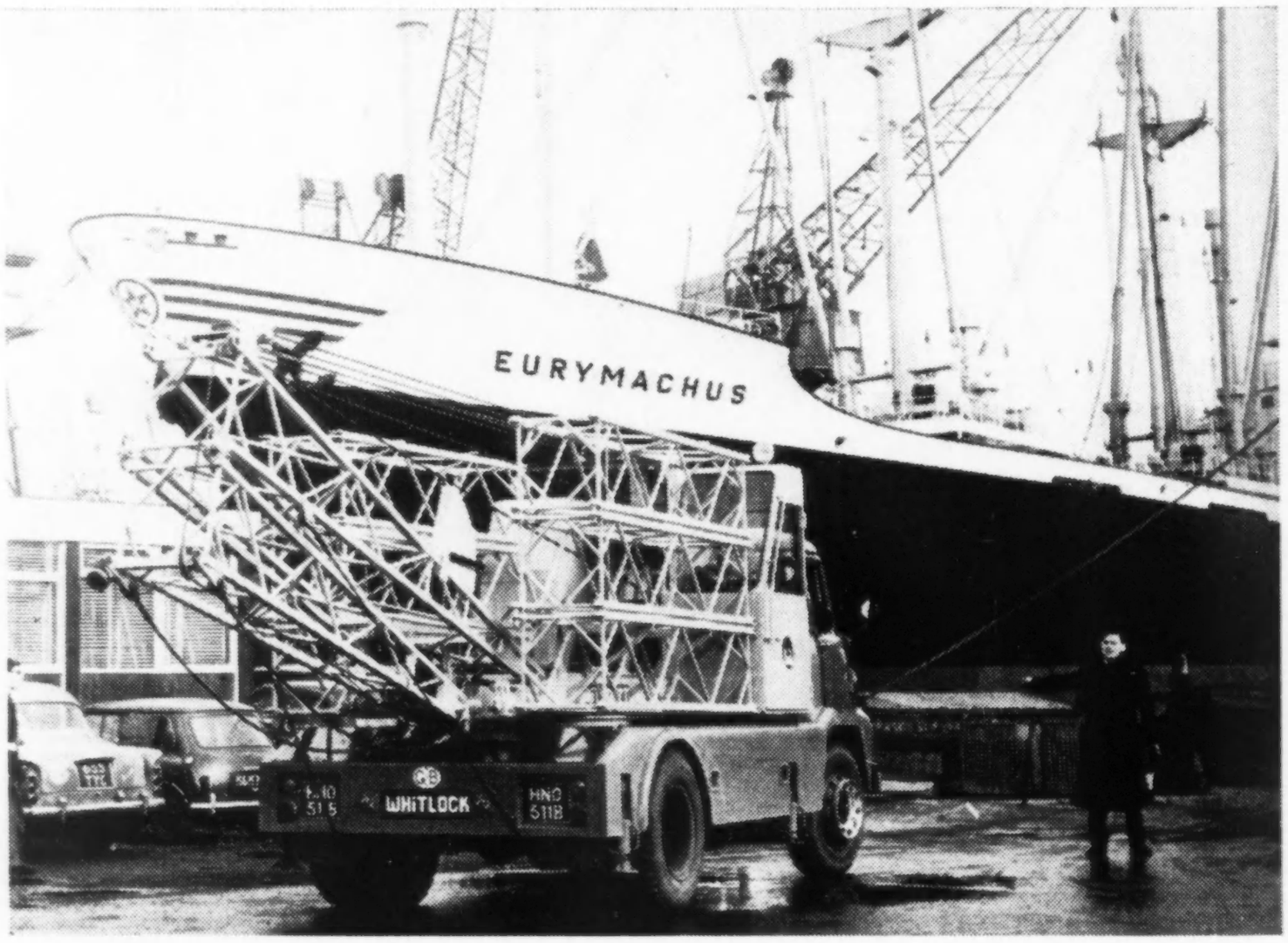
Mr. P. A. Mason Pay, export marketing manager for J. C. Bamford (Excavators) Limited, is leaving England shortly for a six-week market survey tour of ten African countries. Mr. Pay will visit JCB's established distributors in Africa and will be looking for new outlets in territories not already represented. He will also be making a survey of the construction industry in Africa. Countries on Mr. Pay's itinery include Nigeria, South Africa, S. Rhodesia, Zambia, Ethiopia, Sudan, Egypt and Libya.

Stores director visits America

Mr. J. Warburg, director of GUS Export International Limited (the export Division of The Great Universal Stores Limited) left for the United States on March 15. His aim was to promote the sale of British merchandise including knitwear, night attire, sailcloth and footwear. The footwear is being produced in G.U.S.'s own factories on special lasts for the American market.

INDEX INQUIRIES

Inquiries about the detailed contents of the Journal (*dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library (Abbey 7877, Ext. 3038) who compile the half-yearly index to the Journal.*



A new Whitlock mobile crane, fitted with a sectional 78*ft. jib, is being taken on an extensive demonstration tour of the Continent. Several major international exhibitions covering the engineering and contracting fields will also be visited during the* 10,000*-mile tour covering nine countries. A team of demonstrators and crane specialists headed by Mr. Geoffrey E. Smith, export director of Whitlock Bros. Ltd., Great Yeldham, Essex, will accompany the unit. The tour will begin in Belgium and proceed through Holland, Germany, France, Spain, Switzerland, Austria, Denmark and Sweden.*

Export Orders

Firms are invited to send in brief details of recent export orders of contracts for mention on this page.

Overseas orders for motor graders

Fifty-one motor graders to the value of £350,000 have been ordered from Aveling-Barford Ltd., Grantham, and included are 19 for Norway, 12 for Ghana, three for Sierra Leone.

Power station equipment for Portuguese East Africa

Bristol Siddeley Engines Ltd., Coventry, have received an order for a 17½/20 MW gas turbo-generator set from SONEFE Ltd. of Portugal. The set will be installed at an existing power station at Lourenco Marques.

Austrian ammonia gas plant equipment order

An order from the Austrian State-owned Osterreichische Stickstoffwerke Aktiengesellschaft valued at £96,000 ex works has been received by Sheepbridge Alloy Castings Ltd., a member of the Sheepbridge Engineering Group, Chesterfield, for the supply and fabrication of furnace reforming tubes and collecting mains to be installed at the Linz ammonia synthesis gas plant.

Coolmunda Dam contract in Australia

Cementation Group of Cos., London, have received a £A212,000 contract for construction work at Coolmunda Dam in Australia for the Queensland Irrigation and Water Supply Commissioners.

Telephone equipment in Nigeria

Associated Electrical Industries Ltd., London, through its subsidiary Nigerian Telephones Ltd., is to supply and install two linked telephone exchanges which will form the communications network for the Kainji Dam project in Nigeria. The value of the order is over £40,000.

Sweden buys sailing dinghies

An order for 83 8ft. sailing dinghies has been received from Sweden by Norvall's (Small Craft) Ltd., Shoeburyness.

Crushing and grinding mill for Norway

Ashmore, Benson, Pease & Co. Ltd., a member of the Davy-Ashmore Group, Sheffield, have received a £250,000 order from A/S Dalen Portland Cementfabrik, Brevik, Norway.

Germany orders more diesel engines

A supplementary order for 1,250 four-cylinder diesel engines for Claas combine harvesters has been received by the Perkins Group Ltd., Peterborough, this order being in addition to the £2,500,000 worth of engines already ordered by the German company from Perkins.

Air-conditioning systems for Japanese shipbuilders

An order from Japan to provide air conditioning systems for two ships being built at Nagasaki has been received by Thermotank Ltd., Glasgow.

Visit of Canadian distributor

Mr. John Bohaychuck, a distributor who looks after three Prairie provinces of Western Canada, recently visited the Howard Rotavator Co. factory at West Horndon, Essex. The object of his visit was to obtain extra 'M' Rotavators, a new type which has a cultivating width of 100 or 130 inches.

Mr. Bohaychuck has an established distributionship in Edmonton, Alberta, creating approximately 200,000 dollars worth of business a year.

Paint for Jordan

Jenson & Nicholson Ltd., London, have shipped their first major consignment of Robbialac Colorizer decorative paint finishes to Jordan.

Aluminium foils for American chocolates

Aluminium Foils Ltd., London, have won an export order from the USA to supply .009mm. aluminium foil, printed in two-colour gravure, for wrapping solid chocolates made in the shape of American footballs and baseballs.

Further railway electrification contract from India

BICC Ltd., London, have been awarded a further contract valued at £¼m., by the Indian Railway Board for the supply and erection of over 100 track miles of 25kV 50 cycles overhead equipment and 14 switching stations.

Television equipment ordered for Barbados

The Caribbean Broadcasting Corporation will have 625-line studio equipment supplied by Pye TVT Ltd., Cambridge, in conjunction with Thomson Television (International) Ltd.

Coal-handling plant for India

Tata-Robins-Fraser Ltd., a company jointly set up by GEC Hewitt-Robins, Tata Iron & Steel Co. and the Associated Cement Cos., have received a £187,000 contract placed by the Calcutta Electric Supply Corporation for coal-handling plant to be installed at the Cossipore Power Station, Calcutta. GEC (Engineering) Ltd., Erith, will be supplying the Wagon tippler, granulator crushers, Eliptex mechanical screens, Sherwen electromagnetic feeders and the 16ft. diameter rotary feed table.

Colombia orders electrical equipment

Electrical equipment worth nearly £1m. is to be supplied by Associated Electrical Industries Ltd., Rugby, for two rolling mill drives at the Balencito works of Acerias Paz Del Rio S.A., Colombia, South America. The contract has been placed with AEI by Davy and United Engineering Co. Ltd., Sheffield, who are supplying the mills and acting as main contractors. Consulting engineers for the mills and electrical equipment are John Miles & Partners (London) Ltd.

Radar for Berlin University

Decca Radar Ltd., London, have been awarded a contract for the supply of their latest high performance weather surveillance radar Type 43X to the University of Berlin.

Bridge for Labrador

BICC Co. Ltd., London, have received an order for the supply of 360ft. long three-span continuous Callender-Hamilton unit construction road bridge for use by the Newfoundland Department of Highways.

Bus chassis for Canada

AEC Ltd., London, have announced a £1,000,000 order for 250 single-deck bus chassis from Canada.

New Zealand and Nigeria order switchgear

Two contracts, each worth about £150,000, have been placed with South Wales Switchgear Ltd., Blackwood, by public undertakings in New Zealand and Nigeria.

More buses for Hong Kong

The China Motor Bus Co. Ltd., Hong Kong, have placed an order with Guy Motors (Europe) Ltd., Wolverhampton, for 20 Guy Arab buses. They already operate over 300 Guys, and this latest order brings the total number on order by the Hong Kong company to 54.

Stabilizer for Swedish ship

Sperry Gyroscope Co. Ltd., Brentford, have received an order for a 'Gyrofin' ship's stabilizer for Swedish Lloyd's new 8,000 ton vessel which will handle passengers, cars and containers on the Hull-Gothenburg route. A/B Lindholmens Varv placed the order.

Control equipment for Athens

GEC (Electronics) Ltd., Wembley, Middlesex, have received a £30,000 order, from the Public Power Corporation of Greece for an extension to the remote control system supervising the power distribution network in the Athens area.

Prompt response by Addressograph-Multigraph Ltd., Hemel Hempstead, Herts., to an urgent request from the Nigerian Federal Electoral Commission recently enabled five Multilith 1250 machines to be flown out to Lagos, installed and in operation within less than 48 hours of the order being signed. Ten hours later, a further five machines had been delivered and put into operation. The Commission were so impressed that they signed another order immediately for a further 15 machines. All 25 machines were in operation within about five hours of their arrival. The picture shows the first consignment arriving. Mr. Herbert E. Dance, managing director of the National Cash Register Company (West Africa) Ltd., is congratulating Mr. Ronald A. Ford, manager, Addressograph-Multigraph on the speed of delivery.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import regulation changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

SPAIN

Opening of global quotas

THE LIST of Spanish global quotas for 1965 was published in the *Board of Trade Journal* of February 26, page 473.

The Spanish authorities have invited applications from Spanish importers, merchants and industrialists against the following quotas:

Quota No.	Goods	Minimum value of licences for which applications invited	Closing date for applications
		Pesetas	
18	Aminoplasts	9,250,000	April 15
21	Polyvinyl chloride	10,000,000	April 15
46	Copper manufactures	4,125,000	April 14
47	Aluminium manufactures	4,125,000	April 14
48	Hand tools for industry and agriculture	20,400,000	April 30
49	Saws, blades and small plates of sintered metal carbides for cutting tools	22,500,000	April 30
50	Cutlery and table sets of iron and steel	8,000,000	April 30
54	Refrigerators up to 250 litres	60,000,000	April 15
56	Television and radio receivers	12,500,000	April 15
57	Radio transmitters and transmitter-receivers	27,500,000	April 15
63	Phonographs, dictaphones and other apparatus for sound recording and reproduction	7,500,000	April 15
65	Toys, games and articles for recreation	25,000,000	April 15

Liberalization of trade

DETAILS OF the countries to which the Spanish system of liberalization of imports applies were published in the *Board of Trade Journal* of December 11, 1964 (page 1307) as an Annex to the ninth liberalization list.

The Spanish authorities have announced that the list has been extended to include the following countries:—

Cameroon
Central African Republic
Chad
Congo (Brazzaville)
Dahomey
El Salvador
Gabon
Indonesia
Israel
Ivory Coast
Jamaica
Kenya
Kuwait
Malagasy Republic
Malta
Niger
Senegal
Togo
Uganda
Upper Volta

ITALY

Duty reduced quotas

Seed potatoes

AN ITALIAN MINISTERIAL DECREE of February 9 lays down the regulations under which imports of seed potatoes for the 1964/65 season may be admitted.

A global quota (for non-EEC countries) of 8,500 tons will be admitted at a reduced tariff rate of 1·5 per cent *ad valorem* of the following varieties: Majestic, Kennebec, Krasava, Akersegen and Sieglinde (Tariff Heading 0701 A I a).

Ferro-silico-chromium

An Italian Ministerial Decree dated February 1, 1965 fixes the annual quota of ferro-silico-chromium containing not more than 0·1 per cent of carbon (Tariff Heading 73.02 EII C1) which may be imported from all sources at a reduced rate during 1965, at 5,000 tons.

Inquiries concerning this notice should be addressed to Export Services Branch, Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 450).

Italian imports of cotton goods

THE ITALIAN Minister for Foreign Trade in a circular dated January 9 announced that the quotas of Italian imports of cotton goods from Japan have been increased for the year 1965 from 860 tons to 1,140 tons (see previous notice in *Board of Trade Journal* of April 3, 1964, page 743). Inquiries concerning this notice should be addressed to Export Services Branch (Tariff Section), Board of Trade, 35 Old Bailey, E.C.4 (Tel. City 5757, Ext. 449, 450), quoting CRE 3628G.

IRISH REPUBLIC

Import quotas

THE IRISH REPUBLIC Authorities have announced the following quotas under the Control of Imports Acts 1934 to 1964:

Quota Order	Commodity	Quota Period	Quota
28	Brushes	April 1, 1965 to March 31, 1966	60,500 articles
36	Laminated Springs	April 1, 1965 to March 31, 1966	A quantity equal in value to £2,420.

MOROCCO

Customs tariff modifications

THE MOROCCAN *Bulletin Officiel* of February 24, 1965, published details of further modifications to the table of customs duties (*ad valorem*) levied on imports into Morocco. The new rates came into effect as from March 1, 1965 and are as follows:

Tariff No.	Description	Tariff	
		General	Working
62.05	Other made up textile articles, including dress patterns	100	50

The French text of these modifications may be seen at Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

VISITS OVERSEAS BY UNITED KINGDOM BUSINESSMEN

United Kingdom businessmen travelling overseas are urged, in their own interest, to give advance notice to Trade Commissioners and Foreign Service Officers if they propose to call on them, especially if it is intended to ask for information or other help which it may take time to prepare It is often advisable to telephone for an visits to Overseas Officers and provide letters of introduction. Trade, if approached, will pass information about pending business Export Services Branch and the Regional Offices of the Board of appointment on arrival.

TUNISIA

Global import quotas for 1965

THE TUNISIAN *Journal Officiel* of March 2-5, 1965 announced the opening of the following quotas for the import of goods from all countries in 1965:

Tariff No.	Description	Quota (in Dinars
04.02	Preserved milk	500,000
04.03	Butter	150,000
04.04	Cheese	150,000
08.04B	Raisins	15,000
08.03B, 08.05D, 08.12B, 20.06B	Dried fruits	50,000
08.06A, 08.06B	Apples and pears	P.M.
08.01D	Bananas	P.M.
08.01C	Common dates	P.M.
09.01A	Unroasted coffee	500,000
09.02A, 09.02B	Tea	800,000
09.04A	Pepper	120.000
12.01A, 20.06B	Groundnuts	70,000
17.01B	Sugar	2,000,000
13.01A, 33.06F	Henna	200,000
13.02 B, 13.02C, 13.02E	Gum (gum arabic, other gums, balsams)	20,000
40.11	Rubber tyres, tyre cases, inner tubes and tyre flaps	800,000
48.01 to 48.09	Paper and paperboard, in rolls or sheets	2,000,000
53.11B	Woollen fabrics (other than blankets)	500,000
55.09	Cotton fabrics	2,200,000
61.06	Shawls, scarves, mufflers, mantillas, veils and the like	90,000
62.02	Linen for bed, table, toilet, office and kitchen; curtains and other furnishing articles	160,000
62.03	Sacks of jute and cotton	100,000
63.01	Secondhand clothing	400,000
51.04 to 56.07	Woven fabrics of synthetic or artificial fibres	2,000,000
	Footwear:	
(a)	Women's, leather	3,000 pairs
(b)	Men's, leather	2,000 pairs
(c)	Children's, leather	2,000 pairs
(d)	Rubber slip-on shoes	1,000 pairs
(e)	Rubber working boots for men	18,000 pairs
	Sports footwear:	
(a)	Leather	4,000 pairs
(b)	Dancing slippers	2,000 pairs
(c)	With vulcanized rubber soles	4,000 pairs

Note: P.M. = Pour Memoire (quota may be allotted if necessary).

The French text of this notice may be seen at Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

Mr. D. Zoric (centre) a member of a five-man Yugoslavian delegation, is shown a special electronic console for testing record changers during a recent visit to the Swindon Works of Garrard Engineering Limited, a member of the Plessey Group. Also seen in the picture are (left) Mr. W. Fleming, commercial director of Garrard Engineering, who during the last 12 months has travelled more than 100,000 miles overseas to further the company's export activities, and Mr. W. McWright of the Federation of British Industries.

LEBANON

Customs tariff

ON February 12, a notice appeared in the *Board of Trade Journal* giving in full the new Lebanese rates of *ad valorem* customs duties. These were calculated to three decimal places. A recent amendment has had the effect of rounding the new rates to the nearest whole number, as shown below:

Former Rate	New Rate	Former Rate	New Rate
Per cent	Per cent	Per cent	Per cent
0·711	1	17·776	18
3·555	4	21·351	21
4·266	4	24·886	25
5·332	5	28·441	28
5·688	6	31·996	32
7·110	7	35·552	36
7·821	8	42·662	43
10·665	11	49·772	50
14·220	14	56·883	57
14·931	15	71·104	71

The following is a further amendment to the Lebanese Customs Tariff:

Heading No.	Description of goods	Basis for collection	Normal tariff
87.06	Parts and accessories of the motor vehicles filling within Headings Nos. 87.01-87.03: C. Other	kilogram net	25 Piastres

Note: For this item the duty may not be less than 18 per cent *ad valorem*.

All inquiries about this notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460, 462).

FIDUCIA·ET·FIDES

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ASSOCIATED BANK IN IRAN—

THE BANK OF IRAN AND THE MIDDLE EAST

Capital Rials 250,000,000 (£1,200,000)

TANZANIA

Import licensing regulations

GENERAL NOTICE No. 629 published in the United Republic of Tanzania *Official Gazette* dated March 12, 1965, adds, with effect from March 8, the following terms to the Schedule of Goods, including those of United Kingdom origin, for which specific import licences are required:

First Schedule
Section 8 – Miscellaneous Manufactured articles.
Division 893 – Articles of artificial plastic materials, n.e.s.
893 0 3 Table and other household articles as follows:
Plastic baskets, including shopping baskets.
Plastic shopping baskets.
Plastic picnic baskets.
Plastic buckets.
Plastic wash basins, pails and bowls.

Note: Importers should note that, with effect from March 8, no import licences will be granted for the above described plastic goods unless

(a) the business was confirmed by the establishment of a letter of credit before the date of this announcement (March 8); or

(b) proof is submitted that the consignment was booked for shipment before the date of this announcement (March 8), and details should be given of the name of the ship and the date of departure from the country of supply.

All applications should be made to the office of the Imports Controller, PO Box 2774, Dar es Salaam.

MALAWI

Import control

THE MALAWI Control of Goods (Import and Export) (Commerce) (Amendment) (No. 2) Order, 1964 amends the Control of Goods (Import and Export) (Commerce) Order, 1964, with effect from February 5, by the deletion from the list of goods which require an import licence issued by the Ministry of Trade and Industry, of the following:

(1) Piece-goods –
(a) of more than 50 per centum cotton, dyed or bleached or in the loom state; in a drill, twill, sateen or satin weave, weighing more than four ounces per square yard and of a free on board value of less than five shillings per square yard; classified under item 76(c)(i)(B), 76(c)(i)(E), 76(c)(ii)(B) or 76(c)(ii)(E) of the customs tariff;
(b) of 50 per centum or more of rayon, dyed or bleached or in the loom state; in a drill, twill, sateen or satin weave, weighing more than four ounces per square yard and of a free on board value of less than three shillings and sixpence per square yard; classified under item 76(f)(iv) of the customs tariff;

(2) Goods bearing any representation or likeness of the Prime Minister, the National Flag, the Armorial Ensign, or the emblem or colours of the Malawi Congress Party, and goods bearing names such as 'Malawi', the 'Malawi Congress Party' or the 'Independence celebrations'. (Details of these goods were given on page 1362 of the *Board of Trade Journal*, of June 19, 1964.)

REPUBLIC OF SOUTH AFRICA

Customs tariff applications

CUSTOMS TARIFF APPLICATION LIST NO. 389, published in the Republic of South Africa *Government Gazette* of March 12, states that the Board of Trade and Industries have received applications for the withdrawal of rebate facilities on:

(1) Woven fabrics for the manufacture of waistbanding, cut bindings and collar and cuff interlinings.
(2) Parts, fittings, trimmings and accessories, including woven fabrics, for the manufacture of hand umbrellas and hand sunshades, including walking stick umbrellas.

It is expected that the South African industries at present enjoying these rebates will submit evidence in favour of their retention but if any British interests affected should consider that they have evidence on the matter not likely to be available to the South African industries concerned which they would wish to lay before the South African Board of Trade and Industries, they should communicate with the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. quoting reference (1) CRE 3362/65 and (2) CRE 3363/65.

BRITISH-AMERICAN TOBACCO COMPANY LIMITED

B·A·T

REPORT
1964

PROFIT SUMMARY	1964 £ millions	1963
Group Profit before Taxation ...	**76.0**	74.3
Group Profit after Taxation ...	**35.7**	36.1
B A T's Interest therein	**31.7**	32.2
Retained by Subsidiaries... ...	**16.5**	18.1
B A T Net Profit (including dividends from Subsidiaries) ...	**15.2**	14.1
Dividends	**13.2**	12.5
GROUP NET ASSETS	**387.7**	370.5

If you would like a copy of the Report & Accounts for 1964 and a copy of Sir Duncan Oppenheim's Speech at the Annual General Meeting held on 18th March, 1965, please write to The Secretary at 7 Millbank, London S.W.1

Extracts from Sir Duncan Oppenheim's speech:

During the first five months of the current financial year there has been a modest increase in total sales over the comparative figures of a year ago, which in all the circumstances must be considered encouraging.

We are concerned that the proposed Corporation Tax may result in a reduction in the relief now granted for taxes paid overseas, since it appears that relief may be granted only against Corporation Tax and not against Income Tax, which in future will have to be deducted from dividends and paid in full to the Revenue. The Chancellor has undertaken to consider whether this problem can be eased by some transitional arrangements but a permanent remedy is essential if hardship and inequity are to be avoided.

On the existing basis of taxation, I would expect the share of the Group Net Profit for the current year dealt with in the Accounts of B A T itself to be no less than last year. This year some of the income will be chargeable under the old tax system and the balance under the new one and the Chancellor has indicated that companies will not have to pay over to the Revenue income tax deducted from dividends paid before 6th April 1966. If this is so, it is reasonable to expect that the total amount distributed from the current year's profits will be maintained at last year's level.

PORTUGUESE EAST AFRICA (MOZAMBIQUE)

Amendments to the Import Tariff

THE *Boletim Oficial de Mocambique*, first series No. 7 of February 13, 1965, publishes Legislative Decree No. 2578 authorizing the following changes in import duties:

Tariff No.	*Old Duty Escudos*	*New Duty Escudos*
30.04	34% *ad val.*	20% *ad val.*
40.06.03	28.00 per kg.	23% *ad val.*
59.01.03	16·00 per kg.	17% *ad val.*
78.03	3·00 per kg.	25% *ad val.*
84.11.01	8·00 per kg.	10% *ad val.*
84.21.03	6% *ad val.*	2·5% *ad val.*
84.61.01	26·00 per kg.	30% *ad val.*
84.61.02	26·00 per kg.	30% *ad val.*
85.04.01	12·00 per kg.	23% *ad val.*
85.09	25·00 per kg.	15·00 per kg.
90.04.04	30% *ad val.*	23% *ad val.*
98.05.02	20·00 per kg.	23% *ad val.*

The following note to Tariff No. 27.10.07 has been introduced 'the rate of duty on fuel oils under this heading is reduced to 50 per cent.'

This Decree came into force on February 13, 1965.

Inquiries about this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Exts. 460 and 462).

RHODESIA

Suspension of duty

THE CUSTOMS AND EXCISE (Suspension) (Amendment) Regulations 1965 (No. 14), published as Rhodesia Government Notice No. 162 of March 12 amend the First Schedule to the Customs and Excise (Suspension) Regulations 1964 by the insertion of the following item:

	Goods	Effective Rates			
		Duty A	Duty B	Duty C	Duty D
Ex 72 (3) (b)	Regenerated cellulose film, not being printed, lithographed or embossed, of a thickness not exceeding ·00172 of an inch . . . *ad val.*	20%	10%	Free	Free

The Column D rate of duty applies to Britain.

MALAYSIA

Development Estimates

THE BOARD OF TRADE have received a copy of the Malaysia Development Estimates for 1965, together with the Estimates of Federal Revenue and Expenditure for 1965. These may be seen at Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2627).

MALAYSIA (SINGAPORE)

Import control

THE BOARD OF TRADE has received a Notice to Singapore Importers No. 216 which states that with effect from March 11, 1965, the importation of:

(a) Cocoa powder (Tariff Code No. 072 200).
(b) Chocolate and other food preparations containing over 50 per cent by weight of cocoa. (Tariff Code No. 073 000).

from any country (including the Malaysian territories) must be covered by specific import licences approved by the Imports and exports Control and Registration Department. However, goods manufactured in Malaysia or of Malaysian origin are not subject to this measure of import control, but the importation of such goods must be supported by documentary evidence showing the country of manufacture or origin of the goods and countersigned by the appropriate Malaysian Customs authority of the exporting State.

A Notification published in the Singapore Government Gazette Extraordinary amends the Open General Import Licence No. 1 of 1961 by placing the scheduled goods on a specific licensing basis. Specific import licences are now required for the said goods imported by sea, air, road or rail, except for consignments manufactured in Malaysia or of Malaysian origin, and will be restricted to import quotas to be issued by the Department.

Applications for import quotas must be supported by documentary evidence of imports for 1964. These documents should be accompanied by a detailed statement relating to such imports. The duplicate (Customs) copy of relevant inward declarations and relevant invoices for 1964 will serve as proof of imports for the said year. Proof of import from the States of Malaya will be by way of copies of Malayan Customs Declarations.

Quotas will be restricted to 100 per cent of an applicant's proved imports for the said period and will be issued at intervals of three months commencing March 11, 1965.

Letters of Credit for the above mentioned goods *must not* be established and orders for such goods *must not* be placed with suppliers, unless an appropriate Import Licence is first obtained from the Department authorising the importation of the goods.

Goods already afloat or for which irrevocable Letters of Credit were established before March 11, 1965, will be permitted import, but such consignments will be held against the importer's quota. If such consignments exceed an importer's quota, the excess quantities will be debited against his quota for the following period or periods.

Import Licences for goods to be imported into Singapore for the purpose of re-export to other destinations outside Singapore will be issued with the following conditions:—

(i) the goods, pending re-export, shall be stored in the godowns of the Port of Singapore Authority; and
(ii) the goods shall be re-exported within the period specified in the import licence.

Existing Import Licences for certain of these goods are hereby revoked unless the licences are covered by irrevocable Letters of Credit established before March 11, 1965.

Importers who have already established irrevocable letters of credit for any of the scheduled goods should have produced to the Department, within seven days of the Notice, documentary evidence of the establishment of such Letters of Credit.

DE JERSEY & CO. (LONDON) LTD.

Under the same management as **DE JERSEY & CO. (FINLAND) LTD.**

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Telephone: MACaulay 4464
Cables: De Jerseys, London

FINNISH OFFICE Kalevankatu 13, HELSINKI,
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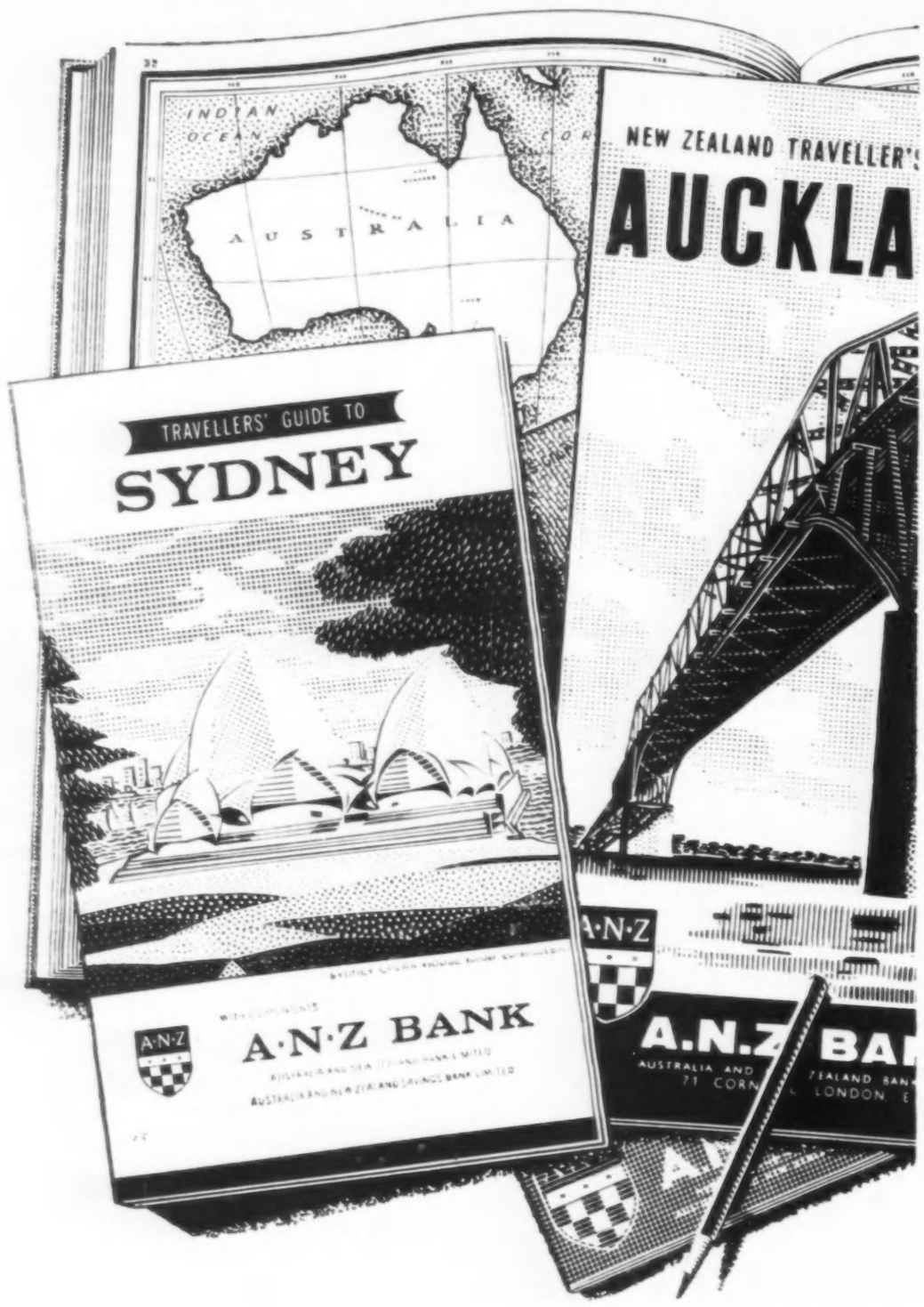

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BURMA

Import Agencies

THE SETTING up of the Myanma Import Export Corporation was outlined in the *Board of Trade Journal* on December 26, 1964, page 1384. The address of the Corporation has now been changed to 577 Merchant Street, Rangoon.

AUSTRALIA

References to the Special Advisory Authority

DETAILS WERE GIVEN in the *Board of Trade Journal* of March 2, 1962 (page 472) of the Australian Government's decision in accordance with which quantitative restrictions may in future be imposed as an alternative, or as an addition to temporary duties.

A reference has now been made to the Special Advisory Authority in respect of **continuous filament polyamide and polyester yarns.** (Tariff Item 460(B)(2)(d)).

Details of the Tariff Items under which the above-mentioned goods are dutiable are given below:

Note: Specific rates are shown in Australian currency: £A125 = £100 Sterling.

Tariff Item	Goods	British Preferential	Most-Favoured-Nation	General
460	Textile goods, viz.: of continuous man-made fibres or having a textile fibre content in chief part by weight of continuous man-made fibres, not covered by item 117, 118, 120 (C), 331, 472, 475, 476, 477, 478, 480, 481 or 482:			
	(A) *(1) Monofil of a weight not less than 6·6 milligrams per metre (60 denier) per monofil and not exceeding 1 millimetre in any cross sectional dimension, irrespective of length and whether or not put up for retail sale; imitation catgut, non-sterile *ad val.*	7½%	15%	17½%
	*(2) Strip (artificial straw and the like), being flat strips of a width not exceeding 5 millimetres either produced as such by extrusion or cut from wider strips or from sheets, including folded strip in the form of flattened tubes, provided their width in the folded or flattened state does not exceed 5 millimetres:			
	*(a) Of continuous filament acetate *ad val.*	10%	22½%	25%
	*(b) Other . . . *ad val.*	Free	12½%	12½%
	(B) Yarns, not being goods covered by sub-item (A):			
	*(1) Of types ordinarily used by hand *ad val.*	Free	7½%	7½%
	(2) Other:			
	*(a) Of or having a textile fibre content in chief part by weight of continuous filament acetate (other than triacetate) *ad val.*	10%	22½%	25%
	*(b) High tenacity industrial yarns, not covered by sub-paragraph (a) . . . per lb.	7½d.	1s. 3d.	1s. 7d.
	*(c) Containing not less than 20% by weight of wool calculated on the textile fibre content, not covered by sub-paragraph (a) or (b) . . . per lb.	4d.	10d.	1s.
	and *ad val.*	10%	17½%	30%
	(d) Other . . . *ad val.*	Free	12½%	12½%

Note: These paragraphs and sub-paragraphs are shown for information only, they do not form part of the reference.

The Special Advisory Authority is required to report within 30 days of the date of the reference.

In the short time available for investigation United Kingdom interests wishing to make their views known to the Special Advisory Authority will no doubt get in touch with their Australian agents or with the London office of the Australian British Trade Association, 42 Leicester Square, London, W.C.2. (Tel.: Whitehall 5072).

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1-19 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2318 or 2319), quoting reference No. CRE 385/65.

Tariff changes

CHANGES HAVE BEEN MADE in the Australian Tariff affecting the rates of duty payable on (a) copper and brass sheet and strip, (b) safflower seed and oil: soya beans and oil, and (c) certain

acetic acids.

Full details of these changes will be published as soon as possible, and meanwhile may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468).

Import licensing controls

A NOTICE was published in the *Board of Trade Journal* on March 12, 1965 (page 610), to the effect that, as an emergency measure, quantitative restrictions were imposed on imports into Australia of copper and brass sheet, strip and foil as from March 4, 1965.

The Australian Department of Trade has now announced that licences for these goods will have a validity period of six months.

The Australian Department of Customs and Excise has issued a revised copy of the Schedule of Categories of goods remaining subject to import licensing control.

The Schedule is reproduced below and incorporates all amendments made to the former Schedule of Categories (published in the *Board of Trade Journal* of August 9, 1963, page 319) up to and including March 3, 1965.

Category Item	Short Description	Licensing Treatment
Bank A39 *See note at foot of schedule.	Used, secondhand or disposals machinery or equipment and parts thereof, of the class or kind specified in L.I. 1965-2	ADM.
ex 137 (B) (1)	Copper sheet and strip less than ¼ in. in thickness .	ADM.
ex 137 (B) (2)	Brass sheet and strip less than ¼ in. in thickness .	ADM.
137 (E) (1)	Copper foil	ADM.
137 (E) (2)	Brass foil	ADM.
ex 139 (A) (1)	Aluminium – unwrought	ADM.
ex 139 (A) (2)	Dross	ADM.
ex 139 (A) (3)	Balance	ADM.
ex 370	Goods for which the licensing treatment under their substantive item is exempt	Exempt
ex 370 449	Balance – other goods for Government Departments Goods omitted under By-law	ADM. According to substantive item.

* Goods covered by Bank A39 include:
(a) Earthmoving or excavating vehicles, machinery or equipment (e.g., tractors, rock buggies, dumpers, graders, loaders, ditches, draglines, mechanical shovels, excavators, scrapers, bulldozers) and parts thereof.
(b) Materials handling equipment (e.g., cranes, forklift trucks) and parts thereof.

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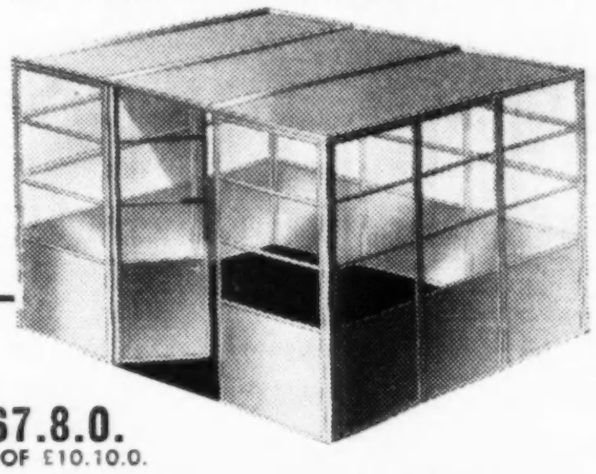

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UNITED STATES

Investigation of imports of watch movements

THE UNITED STATES Tariff Commission have concluded an investigation under Section 351 (d) (2) of the Trade Expansion Act to determine the probable economic effect on the domestic watch-making industry of restoring the trade agreement rates of duty on watch movements. Under the Trade Expansion Act of 1962, the Commission's advice is to be taken into account by the President before he decides whether or not to reduce or terminate increases in import restrictions imposed in 1954 under the 'escape-clause' procedure. The Commission's report also serves as a review of developments in the United States watch industry, as required by Section 351 (d) (1) of the Act.

Copies of the public report are available upon request as long as the limited supply lasts. Requests should be addressed to the Secretary, United States Tariff Commission, 8th and E Streets, N.W., Washington, D.C. 20436.

Any inquiries about this notice should be addressed to Commercial Relations and Exports Department (United States Branch), Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2630).

Hearings on Copyright Law revision

A NEW BILL for general revision of United States copyright law was introduced in the United States Congress in February. The new Bill (HR 4347) replaces Bill HR 11947 introduced in the previous Congress. Although mostly similar to HR 11947, the new Bill is the result of revision by the United States Register of Copyrights in the light of further study and comments received.

The United States Copyright Sub-committee wishes to give interested persons the opportunity of submitting their views on this legislation, and for this purpose has set aside April 28, 29 and 30, and May 5, 6 and 7, 1965. Persons wishing to testify or to submit written statements relating to this Bill should address Mr. Herbert Fuchs, Sub-committee Counsel, Room 345, Cannon House Office Building, Washington, D.C. Further details of the Bill can be obtained from the Board of Trade Patents and Industrial Property Department at 25 Southampton Buildings, Chancery Lane, London, W.C.2. (Tel. Holborn 8721, Ext. 142).

Foreign Trade Zone at Honolulu, Hawaii

THE UNITED STATES Foreign-trade Zones Board have approved the application by the State of Hawaii for a grant to establish, operate and maintain a foreign trade zone at Honolulu, the work of construction to commence immediately following the date of the grant, February 2, 1965.

There are six foreign trade zones at present in operation in the United States; they are at New York, New Orleans, San Francisco, Seattle, Toledo and Puerto Rico. Goods imported into these zones may be stored, sold in wholesale quantities, exhibited, broken up, repacked, assembled, mixed with foreign or domestic merchandise, or otherwise manipulated or manufactured. They are not subject to the payment of duty until withdrawn from the zone into United States Customs territory when they are subject to the laws and regulations of the United States affecting imported merchandise.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2419).

ANGLO-PERUVIAN TRADE BULLETIN

A regular monthly printed commercial bulletin is now being produced under the joint auspices of HM Embassy and the Peruvian British Trade Centre. The bulletin is distributed free. Firms in Britain who may have interests in the Peruvian market are invited to advertise in this bulletin. Details, Embajada Britanica, Casilla BLC, Lima.

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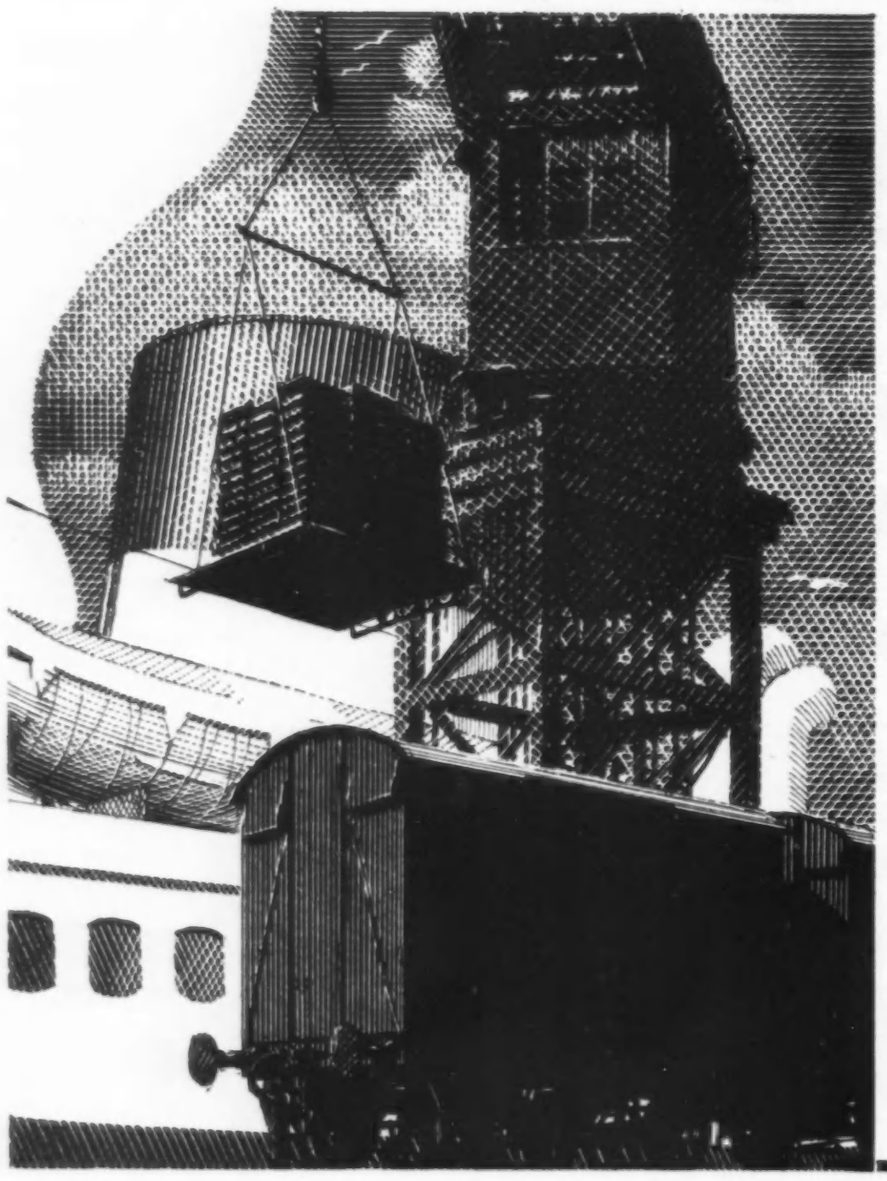

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URUGUAY

Modifications to the Code of Merchandise

HM EMBASSY at Montevideo reports the issue of Circular No. 70/13 by the Bank of the Republic which adds to, and modifies, the Uruguayan Code of Merchandise as follows:

Additions

Tariff No.	Commodity	Sur-charge %	C.i.f. Price Average
40.016	Water treatment apparatus	90	US $2.30 per kilo
42.321	Imitation fibre board	90	US $320 per ton
42.322	Imitation fibre board stamped or printed	90	US $320 per ton
42.488	Synthetic glues of urea formaldehyde in powder	90	US $0·35 per kilo (2)
42.563	Dioctyl phthalate (D.O.P.) and *diisoctyl* phthalate (D.I.O.P.)	90	US $0.45 per kilo
42.838	Texturized rayon yarns of 200 denier	90	US $5·50 per kilo
43.303	Poly(methyl methacrylate) in sheets and and bars	90	US $1·80 per kilo
43.116	Paper of cellulose paste, in rolls or bobbins, of over 1·25 metres in width, decorated by stamping, weighing between 120 and 190 grammes per square metre, for the manufacture of facing panels	30	
43.118	Paper of cellulose paste, in rolls or bobbins, of over 1·25 metres in width, "Overlay" type, weighing between 30 and 55 grammes per square metre, for the manufacture of facing panels	30	
43.119	Paper of cellulose paste, in rolls or bobbins, of over 1·25 metres in width "Balance" type weighing between 75 and 150 grammes per square metre, for the manufacture of facing panels	30	
43.142	Folded filter paper suitable for the manufacture of filters for lubricants and inflammables of the following characteristics: Impregnated with 15% to 20% resin, 130 to 150 grammes per square metre, between 0·4 mm. and 0·6 mm. in thickness, height of pleat 10 to 35 mm. and a minimum length of 1 metre	60	

The Bank of the Republic will waive the surcharge fixed and will apply a 30 per cent surcharge on imports of "Synthetic glues of urea formaldehyde in powder" in all cases where it is imported by industrial firms carrying out the manufacture of panels made up of glued wood chippings. In such cases a certificate from the Ministry of Industries will be demanded.

Modifications to description of commodity

Tariff No.	Commodity	Sur-charge %	C.i.f. Price Average
33.075	Motion picture projectors for films of 35 mm. or over	—	
	Should now read:		
33.075	Motion picture projectors for films of 35 mm. or over, their parts and accessories	—	
43.054	Oxychloride of copper and its preparations	90	US $67·20 per 100 kilos
	Should now read:		
43.054	Copper oxychloride natural or made up including those containing other bodies of any nature either as raw material or in formula for agricultural pesticides	60	US $67.20 per 100 kilos

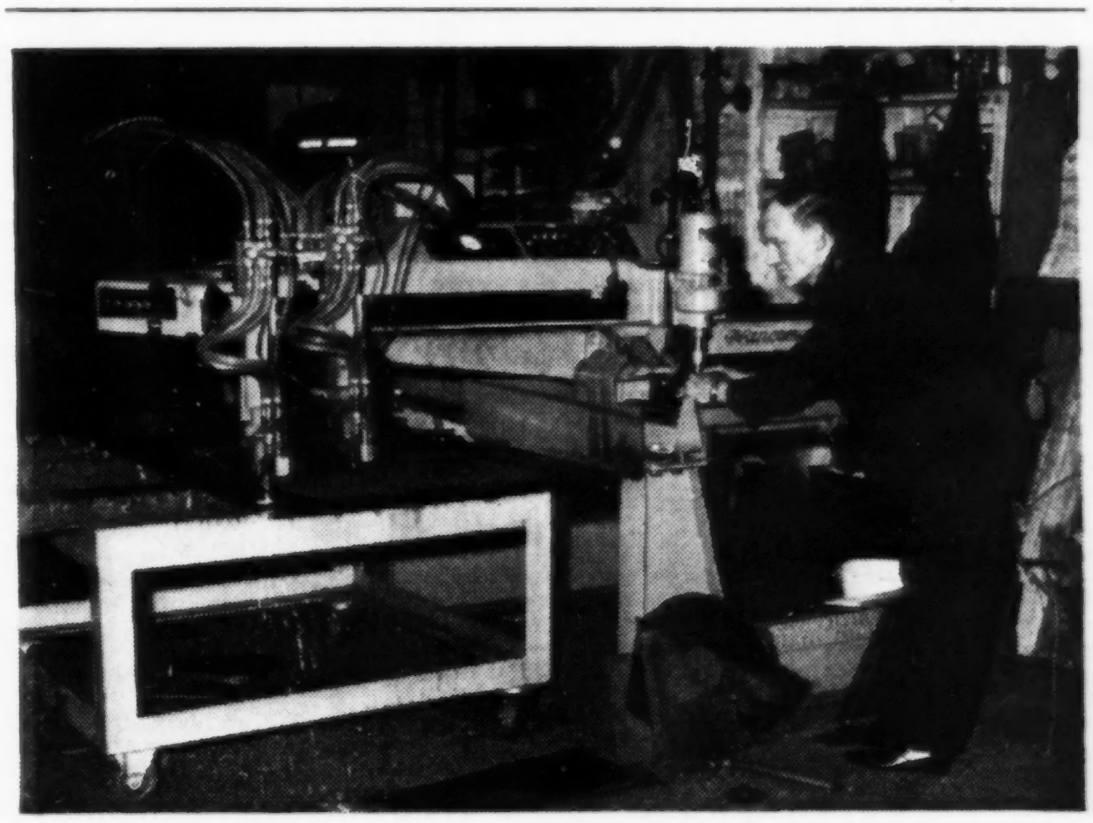
Modifications to average C.I.F. price

Tariff No.	Commodity	Sur-charge %	Prior Deposit %	C.i.f. Price Average
36.150	Dry-cells and batteries	150	200	(a) Telephone dry-cells US $0·70 per kilo (b) 9 volt batteries US $4·55 per kilo (c) Other batteries US $1·40 per kilo (d) Common dry-cells US $0·50 to US $2·00 according to diameter
37.246	Steel cylindrical bits and drills for works carried out in iron and steel	90	—	(a) Carbon or tungsten steels up to 2 mm. US $26·00 per kilo; from 2·1 mm. to 8 mm. US $4·85 per kilo; and 8·1 mm. and over US $2·30 per kilo (b) Hard steel for machine tools (1) up to 2 mm. US $90.00 per kilo; from 2·1 mm. to 8 mm. US $17·00 per kilo; and 8·1 mm. and over US $8·00 per kilo
42.465	Polyvinyl chloride or its copolymers in sheets or film supported or otherwise	150	200	US $4·00 per kilo
43.117	Paper of cellulose paste (pulp?), impregnated in plastic material for the manufacture of facing panels	30	—	(a) "Overlay" and decoratives types US $1·55 per kilo (b) "Kraft" and "Balance" types US $0·55 per kilo
47·057	Imitation leather, processed	150	200	US $4·00 per kilo
48·111	Plastic material for tapestry and clothing	150	200	US $4·00 per kilo

(1) It is understood to be as hard steel bits and drills those which have stamped in their shafts the following letters: "HSS", "SS" or "R".

Modifications to surcharges

Tariff No.	Commodity	Surcharge %	Previous Surcharge %
38·042	Pocket and wrist watches and similar types of watches		
38.042/1	Pocket and wrist watches and similar types of watches	—	150
38.042/2	Pocket and wrist watches and similar types of watches	—	90
38.042/3	Pocket and wrist watches and similar types of watches	—	225
38.042/4	Pocket and wrist watches and similar types of watches	—	150
38.042/5	Pocket and wrist watches and similar types of watches	—	90
38.042/6	Pocket and wrist watches and similar types of watches	—	30
39.088	Hair, eyes, voicing and cardboard or fibre disks for articulations, noses and masks up to 0·15 cms. in height for the manufacture of toy animals and dolls	60	90
40.009	Ball point pens, parts and accessories	—	30
40.030	Fountain pens, parts and accessories	—	30
40.036	Mechanical pencils, parts and accessories	—	30
43.117	Paper of cellulose paste (pulp?), impregnated in plastic material for the manufacture of facing panels	90	30



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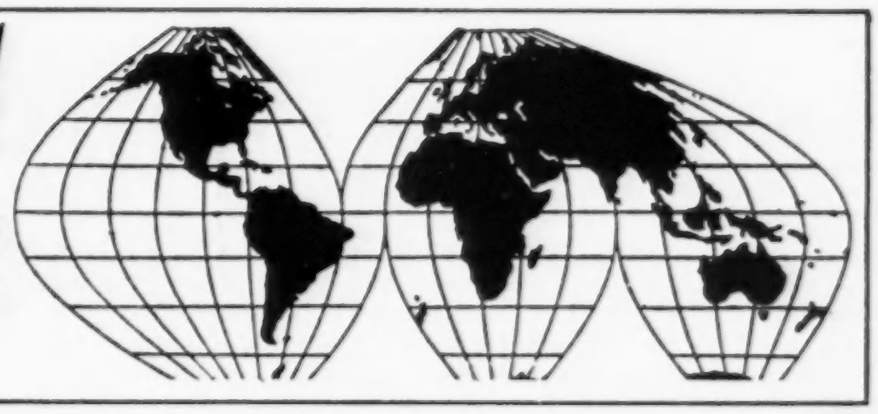
ASA

ARGENTINA

Modifications to import lists

ARGENTINE GOVERNMENT DECREE No. 84 of January 7, 1965, and Ministry of Economy Resolution No. 2,172 of December 15, 1964, modify as follows the lists attached to Decree No. 5439/59, as amended by Decree No. 448/64.

Decree No. 84

Include the following items in the lists attached to Decree No. 5439/59:

Tariff No.	Item	List
4556 38.19.01.13	Powder composed of an ester of a high molecular weight, saturated fatty acid with a polyalcohol ('Thixin')	5
4556 29.30.03.00	Liquid with the properties of an aromatic di*iso*cyanate ('Suprasec DA')	2
4881 28.52.99.00	Powder composed of the oxides of titanium (38·5%), zirconium (19·6%), lanthanum and neodymium (32·6%), zinc (0·7%) and magnesium (0·3%), the remainder being moisture and organic material lost on ignition at red heat ('NPO-A').	3
4744 bis 39.02.04.02	Liquid with the properties of sodium polyacrylate, in aqueous solution ('Texapret P')	4
4744 bis 39.01.04.18	Product in elastic pieces, consisting of a thermoplastic polyurethane ('Daltoflex 1S')	4
4247 34.03.02.00	Viscous liquid, based on sulphated mineral oils, anionically active ('Quaker oil TT 4053')	5
4453 29.35.08.15	Molecular compound of two moles of chloral hydrate with one mole of 2 : 3-dimethyl-1-phenylpyrazol-5-one ('Dichloral-fenazonal')	3
4303 38.19.01.08	Solution in organic solvents (mainly butanol) of an organic aluminium compound with the properties of aluminium butoxide	3
4744 bis 39.02.02.99	Granules composed of polystyrene, 68% by weight, and carbon black, 32% by weight ('9PS 452 Black')	5
4844 29.22.01.14	*'Clorhidrato de propin-oxifenilmandelato de dimetilamino-etano' *Reproduced in the original Spanish as this chemical cannot be identified.	2
4315 38.19.01.99	Liquid consisting mainly of an aliphatic nitrogen compound in an organic solvent ('Armohib 28')	5
4319 32.05.50.00	1 : 4-Dihydroxyanthraquinone, C.I. No. 58050 (quinizarin)	3
4844 29.44.10.99	Sodium fusidate ('Ultramycin')	2
4556 38.19.01.99	Chlorinated, aliphatic, alcoholic compound, with a small amount of ethanol ('Knitter PX18 konz')	5
4315 29.22.01.80	Diamylamine	2
4744 39.02.05.99	Sheet composed mainly of polyvinyl chloride and carbon black	5
4315 29.22.01.80	Dibutylamine	2
4563	Liquid vegetable extract for medicinal use	5
4744 bis 39.01.04.99	Expanded material consisting of polyurethane resin with a small amount of lampblack	(?)
4744 bis 39.02.05.07	Thermoplastic resin derived from petroleum hydrocarbons ('Piccodiente 2215')	3
4744 bis 39.02.05.06	Solution of a thermoplastic resin derived from terpenic hydrocarbons in a chlorinated hydrocarbon ('Solupret CC')	2
4844 29.44.10.99	Sulphate of an organic base with antibiotic activity ('Sulfato de gentamicinal')	2

Ministry of Economy Resolution No. 2127

Tariff No.	Item
3732/4	Silk thread for sewing or embroidery and for making button holes, excluding polyamide monofilaments in which the greater and smaller sizes in cross section, whatever the form this may be, do not exceed 1·016 mm., nor are less than 0·33 mm. respectively. The text of this item in Annex III of Decree No. 448/64 is modified to read as follows: Silk thread for sewing, or embroidery, and for making button holes, excluding polyamide and polyester monofilaments in which the greater and smaller sizes in cross section, whatever the form this may be, do not exceed 1·016 mm. nor are less than 0·33 mm. respectively.
3732/4	Polyamide monofilaments in which the greater and smaller sizes in cross section, whatever the form this may be, do not exceed 1·016 mm., nor are less than 0·33 mm. respectively. The text of this item in Annex I of Decree No. 448/64 is modified to read as follows: Polyamide and polyester monofilaments in which the greater and smaller sizes in cross section, whatever the form this may be do not exceed 1·016 mm., nor are less than 0·33 mm., respectively.

JAMAICA

Import licensing arrangements

THE LIST of Exceptions to the Jamaica Open General Licence (see *Board of Trade Journal* of April 24, 1964, page 925) is further amended by:

1. The **deletion** of items 6 and 70 and the **substitution** therefor of:
   6. Citrus products including citrus juices and citrus flavoured juices (whether fresh or preserved).
   70. Vegetables:
      (i) fresh as follows: Sweet pepper, tomatoes, beetroots, cabbages, pumpkin, carrots, cucumber and turnip;
      (ii) preserved in any form as follows: Carrots, cabbages and beetroots.
2. The **addition** of the following new items:
   88. Soups of all kinds.
   89. Dried peas and beans of all kinds.

Inquiries about the above Notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

VIRGIN ISLANDS

Exemptions from import duty

THE LEGISLATIVE COUNCIL of the Colony of the Virgin Islands has resolved that radio equipment including recording tapes and gramophone records for broadcasting use in a licensed broadcasting station imported between September 25, 1964, and September 25, 1969, shall be exempt from Customs Duty.

Inquiries about the above Notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

BRITISH MOTOR CYCLES FOR U.S.

Sir Norman Hulbert (centre), chairman of Associated Motor Cycles, recently visited the United States, the company's biggest export market. With him here are Mr. Joe Berliner (left), president of the Berliner Motor Corporation of America, AMC's sole American distributors, and his brother Mr. Michael Berliner. Mr. Berliner is shown signing a contract for a big new sales promotion campaign for AMC machines in the United States.

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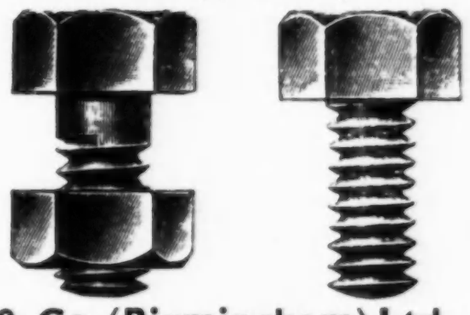

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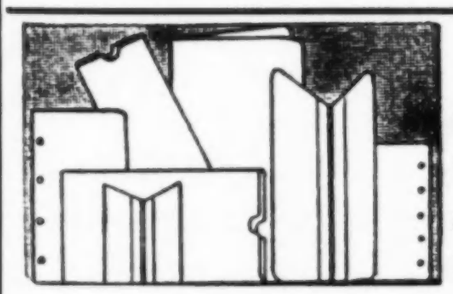

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